# Organic Food Commission Report

## to the Washington State Legislature

*(As required by Section 137, Chapter 313, Laws of 2002)*

Prepared by

**Washington State Department of Agriculture**

## December 2002

For more information or additional copies of this report, please contact:

Washington State Department of Agriculture
P.O. Box 42560
Olympia, WA 98504-2560
(360) 902-1850

Web site: http://www.wa.gov/agr

PUB 086 (N/12/02)

Inquiries regarding availability of this publication in alternative formats should be directed to the WSDA Receptionist at (360) 902-1976 or Telecommunication Device for the Deaf (360) 902-1996.

# Acknowledgements

This report could not have been completed without the time and support of WSDA's Organic Food Program Advisory Board, the state's Agricultural Commodity Commissions, the 420 organic producers who responded to the organic producer survey, and the Organic Food Commission Work Group. The members of the Organic Food Commission Work Group — Alec McErlich, Ray Fuller, Eric Strandberg, Jeff Herman, Jim Hazen, Harold Ostenson, Dain Craver, Scott Leach, Bill Dean, Jim McFerson, and Welcome Sauer — contributed their time and expertise to the project.

The Washington Agricultural Statistics Service conducted the organic producer survey. Jerry McCall, deputy state statistician, was instrumental in ensuring that the survey was comprehensive and included critical information for the report.

David Granatstein and Elizabeth Kirby of Washington State University provided summarization and analysis of trends in organic crop production.

The Wenatchee Valley Traffic Association provided information on organic production of apples and pears, which was valuable in estimating commission assessments paid by commercial apple and pear growers.

**The *Organic Food Commission Report* was prepared by the following staff at the Washington State Department of Agriculture (WSDA):**

- Debbie Axelson, Administrative Regulations Analyst
- Leslie Emerick, Legislative Affairs Coordinator
- Kathy Kravit-Smith, Assistant Director, Food Safety, Animal Health and Consumer Services
- Mary Beth Lang, Assistant to the Director, External Affairs
- Miles McEvoy, Organic Program Manager
- Dannie McQueen, Administrative Regulations Manager
- Marcia Wilkinson, Organic Certification Coordinator

# Table of Contents

# Executive Summary

In March 2002, the Washington State Department of Agriculture (WSDA) was directed by the state legislature to assist the organic industry in evaluating issues related to the possible formation of an organic food commission. Specifically, Section 137 of Engrossed Substitute House Bill 2688 (Chapter 313, Laws of 2002) called on the department to assist in:

1. Evaluating procedures that could be used to establish an organic food commission;
2. Reviewing current commission programs that benefit organic producers; and
3. Examining and compiling the distinct needs of the organic food industry.

The department was to provide recommendations regarding legislation for establishing an organic food commission to the legislature by December 15, 2002.

To carry out this mandate, the department surveyed the state's 535 certified organic producers, contacted the state's 24 commodity commissions, analyzed procedures for establishing a commission, and convened a work group of organic producers and commission representatives, which met twice in Ellensburg.

## Findings

Based on the surveys, discussions and the evaluation of information gathered during the project, the Department of Agriculture presents the following findings.

1. **There is no consensus among organic producers about forming an organic food commission.**

   There is general support for forming an organic commission, however, most producers are opposed to establishing an organic commission if their products are subject to mandatory assessments and they have to pay existing commission assessments in addition to an organic commission assessment. Interest in forming a commission is influenced by what a grower produces, how the grower markets, and whether the grower currently pays commission assessments. For example:

   - Among survey respondents who currently pay commission assessments, primarily tree fruit growers, 67% support establishing an organic commission <u>if</u> they do not have to pay assessments to other commissions. If they must continue to pay assessments to other commissions, only 29% support paying assessments to an organic commission.
   - Organic growers who are not currently members of commodity commissions, primarily smaller, mixed vegetable growers who direct market, oppose forming an organic food commission that would include mandatory assessments of their organic products.

2. **Organic producers contribute approximately $525,000 to $1 million in assessments to commodity commissions.**

   It is estimated that organic producers paid between $525,000 and $1 million in state commodity commission assessments in 2001. This figure is expected to increase as the organic food industry continues to grow. All but approximately $25,000 of the assessments were paid to the three tree-fruit industry commissions: the Apple Commission, the Fruit Commission and the Tree Fruit Research Commission.

**3. Organic producers benefit from existing commissions.**

Commodity commissions conduct many activities that benefit organic producers including generic promotional activities, specific organic promotional activities, trade barrier assistance, as well as research on non-chemical pest management, plant breeding, production methods and a variety of other topics.

**4. Organic producers have distinct needs.**

Organic producers have distinct research, regulatory and promotional needs. These needs cross commodity lines and are more often unique to the production method (organic) rather than the individual commodity (apples, corn, blueberries). Distinct needs include promotional programs that target consumers of organic food products, market access issues with Japan and Europe, regulatory issues regarding national and international organic standards, and research on non-chemical pest control.

**5. Most commodity commissions with organic producers favor having an organic program within their existing commission structure**.

Most commissions with organic producers favor having an organic program within the existing commission structure question the need for a separate organic commission. Only eight commissions received more than 1% of their assessments or more than $1,000 from organic growers in 2001. Commissions have the administrative infrastructure, expertise and professional staff that could be used to greater advantage to support the distinct needs of the organic food industry.

**6. Establishing an organic food commission would best be accomplished by enacting a new separate statute.**

The existing commodity commission enabling statutes — chapters 15.65 and 15.66 RCW — are designed for single commodity commissions and contain provisions that limit their applicability to an all encompassing organic food commission. SB 6246 is modeled after RCW 15.66 and, like that statute, is not well suited to handle a multi-commodity organic commission. The formation of an organic commission would be best accomplished by enacting a separate statute that addresses the unique characteristics of an organic food commission.

## Recommendations

Based on evaluation of information gathered during the project, WSDA presents the following recommendations regarding legislation for establishing an organic food commission.

1. **Due to the lack of consensus within the organic food industry, WSDA recommends that more dialogue take place about issues related to the possible formation of an organic food commission. This dialogue needs to occur within the organic food industry itself as well as between organic growers and commissions, especially those within the tree fruit industry.**

   The greatest interest in forming an organic commission is found among organic tree fruit growers. The majority of these growers appear interested in redirecting the assessments they currently pay to commissions to support activities that address their distinct research, regulatory and promotional needs. Discussions by the work group highlighted the need for greater communication between commissions and organic growers and identified several approaches that could be considered in addressing organic producer needs.

   These included:

   - Organic growers becoming more involved with the commissions, including becoming commissioners.
   - Establishing formal organic committees within current commissions that can work to address the distinct needs of the organic food industry.
   - Establishing formal programs within current commissions to address the unique research, regulatory and marketing needs of organic producers.
   - Improving communications by commissions to organic growers about activities that benefit organic producers.
   - Forming a state organic trade association that would be funded by commodity commissions and voluntary contributions from organic producers.
   - Developing a separate state statute enabling organic producers to form individual commodity or multi-commodity organic food commissions.
   - Establishing an organic food commission that would direct the use of assessments paid by organic producers to other commissions.

The department recommends these approaches be considered and evaluated. All discussions should bear in mind the unresolved legal issues that may impact the formation of an organic food commission in Washington State.

2. **If forming an organic food commission is desired, WSDA recommends a separate statute be enacted that addresses the unique characteristics of such a commission.**

   A separate organic food commission statute should:

   - Provide for the formation of multi-commodity commissions as well as individual organic commodity commissions.
   - Address whether producers paying assessments to an organic food commission would be exempt from paying assessments to other commissions.
   - Clarify whether processed organic food products are included. Organic food processors have not expressed any interest in establishing an organic food commission.
   - Provide for a fair and equitable method of assessment and representation on a commission board.
   - Include a broad range of potential commission powers and duties as provided for in RCW 15.65 and RCW 15.66.
   - Be compatible with other commodity commission statutes.

# Introduction

Over the last ten years organic agriculture has become an integral part of the state’s agricultural industry. Organic agricultural production is a significant component of many of the state’s agricultural commodities. Continued growth in the organic food industry has fueled increased interest in research and promotional activities that address the distinct needs of the organic food industry. Some organic producers have proposed forming an organic food commission to address these needs.

Washington has a long history of agricultural commodity commissions, with 24 commissions currently in place. These commissions provide the means by which agricultural producers can assess themselves and accumulate funds to address some of their industry's problems and needs. Commissions are generally organized around specific crops (for example, apples, hops, asparagus, and potatoes). They are funded almost exclusively producer assessments and differ in the scope of their activities and the method and level of assessment.

Organic agriculture is a production methodology that includes all crop categories. Organic producers are part of traditional agricultural commodities as well as part of a distinct production and regulatory system. Due to this dual nature, the proposal to establish an organic food commission raises a number of questions and concerns about how this would affect existing commodity commissions.

During the 2002 legislative session, a bill authorizing the formation of an organic food commission generated considerable discussion. While this bill did not pass, other legislation was enacted directing the Department of Agriculture to collect information and evaluate procedures that could be used to form an organic food commission and to provide recommendations to the legislature regarding legislation on establishing an organic food commission.

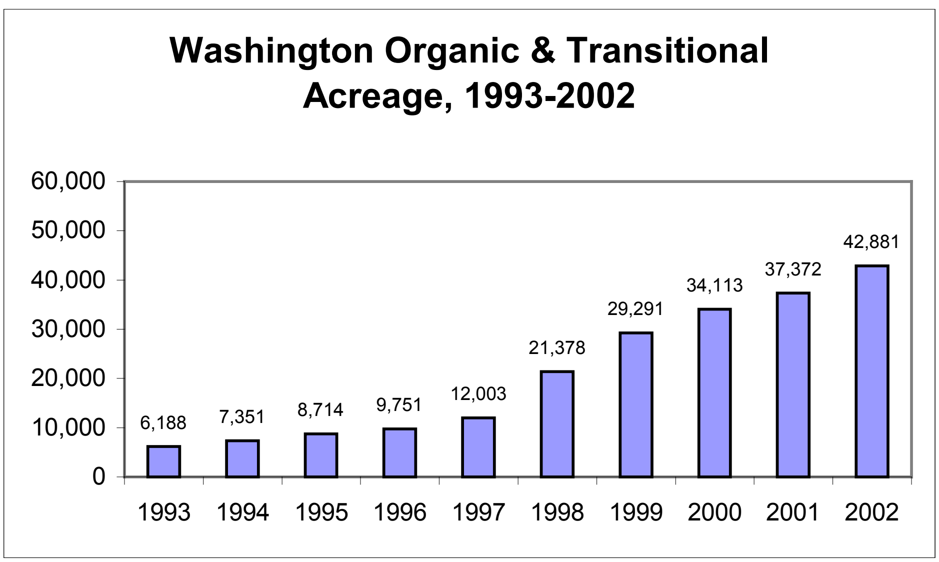
This report contains background information on Washington’s organic food industry and commodity commissions. It includes the results of the *Organic Producer Survey* and summarizes information gathered from commodity commissions, and provides an estimate of assessments collected from organic producers by commodity commissions. The report also evaluates procedures for the establishment of an organic food commission, describes the benefits that organic producers receive from commodity commissions, summarizes the distinct needs of the organic food industry, and makes findings and recommendations.

# Overview

## Washington's Organic Food Industry

The organic food industry has grown rapidly over the last decade. U.S. sales of fresh and processed organic food products were estimated at $7.8 billion in 2000 *(Dimitri and Greene, 2002)*. In Washington state, the value of fresh and processed organic food products totaled more than $200 million in 2001 with an average 24% annual growth rate over the last five years. Based on sales information reported to the WSDA Organic Food Program, the farm gate value of Washington's organic agricultural products totaled approximately $47 million in 2001, just under 1% of the state's total value of agricultural production of $5.6 billion in 2001. If considered as one commodity, this value would rank organic agricultural products in the top 25 agricultural commodities produced in the state.

Total acreage in the state's Organic Food Program has grown from just over 6,000 acres in 1993 to almost 43,000 acres in 2002. In 2002, WSDA certified 560 organic farms and 283 organic processors and handlers. In addition, seven organic dairies in Washington are certified by Oregon Tilth.




*Includes all organic farms certified by WSDA. Transitional food product, as defined by Chapter 16-157 WAC, means any agricultural product that (a) is marketed using the term transitional in its labeling and advertising and (b) satisfies all of the requirements of organic food except that it has had no applications of prohibited substances within one year prior to the harvest of the crop.*

Organic farms are found throughout the state and represent a diversity of crops, sizes and marketing options. Based on WSDA's certified producer list at the end of 2001, there are 169 organic farms in Western Washington representing 32% of the organic farms and 20% of the acres (6,521 acres). The majority of the organic farms in Western Washington are mixed vegetable operations that sell through direct marketing channels (e.g. Community Supported Agriculture, Farmers Markets).

Most of the state's organic farms and acreage are in the central part of the state. This includes 326 organic farms with 22,861 acres. The largest numbers of organic growers (97) are in Yakima County; the largest acreage is in Grant County (7,150 acres). Organic orchards are prevalent throughout this region. There are a number of organic vineyards and large-scale organic vegetable operations in the southern half of this region. Organic farms in central Washington are larger in size and produce primarily for the wholesale market, with a significant percentage of sales destined for export markets in Japan and Europe.

The eastern third of the state, beyond the irrigated land of central Washington, has the smallest number of organic farms. There are only 38 organic farms (8% of the organic farms in the state) with 3,291 acres (10%) in organic production in this area.

**Table 1: Organic Farms by Region, 2001**

| Regions | Number of Farms | Percent of All Farms | Acres | Percent of All Acres |
|---|---|---|---|---|
| Western Washington | 169 | *32%* | 6,521 | *20%* |
| Central Washington | 326 | *61%* | 22,861 | *70%* |
| Eastern Washington | 38 | *7%* | 3,291 | *10%* |
| **Total** | **533** | ***100%*** | **32,673** | ***100%*** |

Three types of crops dominate organic acreage in Washington State – tree fruit, vegetables, and forages. As seen in Table 2, apples are the leading tree fruit, accounting for 75% of tree fruit acreage. Apples continue to show substantial acres in transition.

Vegetable production is more diverse, however, two crops grown for processing (corn and peas) account for about two-thirds of the acreage. Most of the larger scale vegetable production occurs in the irrigated south central region, while smaller and more diverse vegetable production is common on western Washington farms more oriented towards direct marketing.

Among forages, alfalfa production is based in central Washington while other forages are grown around the state. The growth of the organic dairy sector has created demand for organic forages, an important market for this production.

Washington is a significant producer of organic herbs, with nearly 4,000 acres of cultivated and wild harvested land under certification. A similar acreage is in organic grain production, but this is proportionally a very small fraction of the state's several million acres of grain production.

Looking at transition acres as a leading indicator, tree fruit, grapes, and forages will continue to expand production, and berries will experience nearly a 30% increase on the relatively small base of organic acres.

Other organic agricultural products produced in the state include eggs, milk, chicken, and beef. Processed organic foods produced in the state include organic fruit juice, wine, frozen vegetables, bakery products, tofu, frozen meals, oil, and French fries.

**Table 2: Washington Organic and Transitional Crop Acreage, 2002**

| | Organic | Transitional | | Organic | Transitional |
|---|---|---|---|---|---|
| **Tree Fruit** | **10,772** | **2,186** | **Pulses** | **553** | **17** |
| Apple | 8,075 | 1,786 | Beans | 520 | |
| Pear | 1,771 | 192 | Peas | 33 | 17 |
| Cherry | 501 | 184 | | | |
| Peaches | 195 | 4 | **Herbs** | **31,983** | **5** |
| Other tree fruit | 230 | 20 | Medicinal | 1,240 | |
| | | | Culinary | 210 | |
| **Grapes** | **1,403** | **298** | Wild | 500 | |
| Concord | 1,165 | 288 | Other Herbs | 33 | |
| Wine | 238 | 10 | | | |
| | | | **Vegetables** | **9,335** | **43** |
| **Berries** | **380** | **113** | Sweet Corn | 4,037 | 5 |
| Raspberry | 174 | 37 | Peas | 2,035 | |
| Blueberry | 144 | 74 | Potato | 885 | |
| Other Berries | 62 | 2 | Onion | 592 | |
| | | | Other Vegetables | 1,786 | 38 |
| **Forages** | **8,299** | **555** | | | |
| Hay | 4,280 | 329 | **Other crops** | **298** | **5** |
| Pasture | 3,043 | 81 | Seed crops | 53 | |
| Silage | 976 | 145 | Nuts | 53 | |
| | | | Hops | 4 | |
| **Grains** | **4,110** | **70** | Other | 163 | 5 |
| Wheat | 3,149 | 30 | | | |
| Other Grains | 961 | 40 | **Fallow** | **2,368** | **88** |
| | | | **Total – All Crops** | **39,501** | **3,380** |

*Source: WSDA Organic Food Program September 2002*

## WSDA's Organic Food Program

The Washington Organic Food Products Act, chapter 15.86 RCW, was enacted in 1985 and amended in 1987 to implement the first state organic certification program in the nation. Except for producers that sell less than $5,000 worth of organic products directly to consumers, all organic producers must be certified by the Washington State Department of Agriculture (WSDA) or other accredited agency. Producers pay annual fees for certification based on annual gross sales of their products. The WSDA Organic Food Program is self-supporting from these and other fees. Organic producers paid $339,831 in organic certification fees in 2002. The WSDA Organic Food Program also certifies organic food handlers and processors, among other program activities.

The WSDA Organic Food Program is accredited by the United States Department of Agriculture (USDA) National Organic Program. As of October 21, 2002, all organic products produced or sold in the U.S. must comply with the National Organic Program.

## Commodity Commissions

Washington currently has 24 state commodity commissions. Some commissions focus entirely on research, some on marketing and promotion, some on a mix of activities that may include research, marketing and promotion, education, uniform grades and standards, investigation of unfair trade practices and the dissemination of marketing information, among others.

Commissions vary greatly in size. Eight commissions have annual budgets of less than $50,000 while the seven largest commissions have annual budgets of more than $1 million. The Apple Commission is larger than all the other commissions combined, with annual assessments totaling $20-24 million. The largest five commissions – Apple, Fruit, Dairy Products, Tree Fruit Research, and Potato – account for 90% of all commission assessment funds.

State commodity commissions may be formed by specific statute or by rule under one of two enabling statutes – chapters 15.65 and 15.66 RCW – administered by the Department of Agriculture. Six commissions are formed by separate statutes, including the Apple Commission, Beef Commission, Dairy Products Commission, Fruit Commission, Tree Fruit Research Commission and Wine Commission. Of the remaining 18 commodity commissions, six are formed under RCW 15.66 and 12 are formed under RCW 15.65.

Approximately 50% of the organic producers pay mandatory assessments to one or more of the state's 24 commodity commissions. In 2001, organic growers paid an estimated $525,000 to $1 million in commodity commission assessments with approximately 80% of those assessments paid to the Apple Commission and about 15% paid to the Tree Fruit Research and Fruit commissions. Less than 5% was paid to the other 21 commissions.

## Organic Food Commission

The concept of an organic food commission has been discussed from time to time, but has not been seriously considered until recently.

In the early 1980s, there was some discussion of forming an organic food commission to provide organic certification, which at the time was being provided by the private, non-profit group *Washington Tilth Producers*. The size of the industry (less than 50 organic producers) was not large enough to support the establishment of a commission. In 1987, state law defining organic food was amended to allow the Department of Agriculture to provide organic certification.

In 2001, Senator Ken Jacobsen of Seattle sponsored SB 5974, establishing an organic food commission, in response to interest by some of his constituents in providing for more research and marketing for the organic food industry. Though it did not pass out of committee, the bill did prompt discussions within the industry related to the formation of an organic food commission.

In the 2002 legislative session, Senator Jacobsen and others sponsored a similar organic food commission bill, SB 6246. This bill differed from the 2001 bill in that it exempted organic producers from paying assessments to existing commodity commissions if they formed an organic commission. A companion bill, HB 2864, was introduced in the House of

Representatives sponsored by Representative Kelli Linville and others. Testimony at the legislative hearings on the bills indicated there was no agreement on what such a commission would look like or whether one should even be established. Neither bill passed. Instead, the Legislature directed the Department of Agriculture to study the issues related to forming an organic food commission.

Section 137 of Engrossed Substitute House Bill 2688 (Chapter 313, Laws of 2002) called on the department to assist the organic food industry in:

1. Evaluating procedures that could be used to establish an organic food commission, including the ability to establish a commission under chapters 15.65 and 15.66 RCW as compared to the procedures in Senate Bill 6246;
2. Reviewing current commission programs that benefit organic producers; and
3. Examining and compiling the distinct needs of the organic food industry.

The department was directed to provide recommendations regarding legislation for establishing an organic food commission, and a method to fairly and equitably provide funding of commission programs, to the Legislature by December 15, 2002.

## Related Topics

### *Organic Exemptions from Federal Assessments*

The 2002 federal Farm Bill contains a provision exempting organic producers from paying assessments under federal commodity promotion laws. Under Title X of the Farm Security and Rural Investment Act of 2002, farmers who produce and market only 100% organic products and do not produce any non-organic products are exempt from assessments under commodity promotion laws. The U.S. Department of Agriculture is to promulgate regulations implementing the exemption by May 2003.

### *Legal Challenges to Commodity Commissions*

The authority of commodity commissions to collect assessments for generic advertising and promotion has been called into question. On June 25, 2001, the U.S. Supreme Court ruled in the case of *United Foods, Inc. vs. United States* that the mandatory assessment to fund a generic advertising program under the Mushroom Promotion, Research, and Consumer Information Act was a violation of the First Amendment. United Foods had argued it should not have to pay fees to the Mushroom Council because the promotions funded by its assessments benefited the firm's competitors. This decision came fours years after the Court rejected a First Amendment contest to a similar program in *Glickman vs. Wileman Bros. & Elliott, Inc.* In *Glickman vs. Wileman*, the Court rejected the First Amendment argument by saying that the advertising program in question was constitutional because it was part of a comprehensive scheme of regulation for the agricultural commodities.

Other challenges and rulings have been made. Most recently, on October 25, 2002, a U.S. District Court Judge in Michigan ruled the National Pork Check-off Program unconstitutional while, on November 1, 2002, a U.S. District Court Judge in Montana upheld the legality of the National Beef Check-off Program.

Currently, the constitutionality of Apple Commission assessment is being challenged. The case, originally filed in Chelan County Superior Court and later moved to U.S. District Court in Richland, isn't scheduled for trial until May 2003. Parties antagonistic to the commission plan to ask for summary judgment in the case, believing the suit can be decided based on facts already presented and from legal precedents in other cases. Other parties are asking for an injunction that would exempt them from paying the assessment until the case is resolved. Still others want their assessments to be held in escrow while the case is progressing. A group of organic producers have joined the suit against the Apple Commission. If the Apple Commission assessment is found unconstitutional, the commodity commission system in the state may be in jeopardy.

# Organic Producer Survey

As part of its effort to evaluate issues related to the possible formation of an organic food commission, WSDA contracted with the Washington Agricultural Statistics Service (WASS) to conduct a survey of all certified organic producers in Washington to determine producer interest in establishing an organic commodity commission. A two-page questionnaire was mailed in April 2002 to the 535 operations on the WSDA Organic Food Program's producer list. Response to the survey was excellent with an 83% effective response rate. A total of 420 questionnaires were summarized from the survey. The complete survey results are found in the Appendix A.

## Profile of Respondents

Survey coverage included a broad representation of the state's certified organic producers. Of the 420 operations responding to the survey, 387 operations were organic crop operations, 11 operations were organic livestock operations, and 22 were mixed crop/livestock operations. A more detailed profile of operations is revealed by reviewing descriptive information provided by the 405 respondents who responded to the final question of the survey.

*Crops Grown**
- 53% grow organic tree fruit, including 42% who grow apples
- 30% grow organic vegetables
- 13% grow organic berries; 9% grow organic grapes; 8% raise organic livestock

*% Organic***
- 72% are 100% organic, including 89% of the vegetable growers and 63% of the apple growers
- 25% have mixed organic/non-organic operations

***Diversity*****
- 71% grow only one crop
- 25% grow more than one crop

*Marketing***
- 46% wholesale only; 20% direct market only; 20% both wholesale and direct market

* Percentages add up to more than 100% as some producers produce more than one organic commodity.
** Percentages do not add up to 100% as not all 405 respondents provided all requested descriptive information.

## Supported Commission Activities

Producers were asked, if an organic commodity commission were formed, what kind of commission activities they would support. The survey specifically asked about their support of three activities – research, generic promotion to export or wholesale markets, and promotion to consumers.

### *Research*

Overall, 64% of those responding support research relating to organic food production as an activity of an organic commodity commission. Livestock, berry and vegetable operations had a higher percentage (73% to79%) supporting research, while grape producers had the lowest (44%). Direct sales operations (77%) supported research more than wholesale only operations (59%).

***Generic Promotion to Export or Wholesale Markets***

Overall, 55% of all respondents support this activity, with tree fruit producers (65%) most supportive. A high percentage of berry and vegetable growers opposed generic promotion for export and wholesale markets (59% and 49% opposed, respectively). Operations with both organic and non-organic commodities support this activity more than the 100% organic producers (66% vs. 50%). The single commodity producers support the activity more than the multiple commodity producers do (60% vs. 39%). Wholesale operations support this activity more than both direct marketers and producers (66% vs. 29% vs. 51%).

***Generic Promotion to Consumers***

Most respondents (70%) support this activity. Grape growers support this activity less than others (54%). Otherwise, there was no significant difference by commodity, percent organic, marketing or diversity.

**Table 3.Commission Supported Activities**

| Commission Activity | Support | Do Not Support | No Opinion | Total Responses |
|---|---|---|---|---|
| *Research* | 64% | 21% | 15% | 348 |
| *Generic export or wholesale promotion* | 55% | 28% | 17% | 354 |
| Generic consumer promotion | 70% | 17% | 13% | 363 |

## Support for Forming an Organic Commission

The survey asked producers several questions related to their support for forming an organic food commission. Taken together, the survey responses show there is general support for forming an organic commission, however, most producers are opposed to establishing an organic commission if their products are subject to mandatory assessments or if they have to pay existing commission assessments in addition to an organic commission assessment.

When asked whether they supported the formation of an organic commission or not, 62% said yes and 38% said no. By commodity, the highest support is among stone fruit (peaches, plums, apricots, and cherries) growers (74% support by number, 80% by acreage). The lowest support is among grape growers (53% support by number, 46% by acreage) and berry growers (56% support by number, 65% by acreage). As a group, 64% of the tree fruit growers, representing 66% of the acreage, supported formation of a commission.

**Table 4. Organic Producer Survey Responses, Question # 4**

| Do you support the formation of an organic commission? | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | No | | Yes | | | | | | Total |
| | | | Separate Commissions | | Generic Commission | | No Preference | | |
| Tree Fruit Growers | 77 | *36%* | 64 | *30%* | 55 | *25%* | 20 | *9%* | 216 |
| Other organic producers | 75 | *40%* | 21 | *11%* | 64 | *34%* | 29 | *15%* | 189 |
| **All** | **152** | ***38%*** | **85** | ***21%*** | **119** | ***29%*** | **49** | ***12%*** | **405** |

Of those who support forming a commission, 47% prefer a single, generic commission while 33% prefer separate commissions for individual commodities, and 19% indicate they have no preference. Direct marketers strongly prefer a generic commission by a 4 to 1 margin, while those who wholesale their entire organic crop are almost equally divided in their preference between a generic commission and separate commissions for individual commodities.

By commodity, vegetable, grape and berry growers strongly prefer a generic commission to separate commissions. Tree fruit growers are equally split between the two options.

## Support for Forming an Organic Commission Related to Paying Assessments

Though the survey indicates most producers are generally supportive of forming an organic commission, a large number of producers indicated that their support for forming a commission was conditioned on them not paying assessments to other commissions or not paying mandatory assessments on their organic products.

### *Those currently paying assessments*

About half of the respondents currently pay assessments to existing commodity commissions – primarily the Apple Commission, Fruit Commission and Tree Fruit Research Commission. These producers were asked how their support for establishing an organic commission related to whether or not they would still pay assessments to existing commissions.

Overall, 67% of the producers who currently pay assessments, representing 75% of the acreage, support establishing an organic commission if they do not have to pay assessments to other commissions. Only 29% of these growers, representing 45% of the acreage, support establishing an organic commission if they have to pay assessments to other commissions. There was no significant difference in response by commodity, percent organic, marketing or diversity.

**Table 5. Organic Producer Survey Response, Question #3a**

| **I support establishing an organic commission if I do not have to pay assessments to other commissions.** | | | | | | | |
|---|---|---|---|---|---|---|---|
| | **Disagree** | | **Neutral** | | **Agree** | | **Total** |
| Tree Fruit Growers | 41 | *26%* | 7 | *4%* | 112 | *70%* | 160 |
| Other organic producers | 13 | *31%* | 6 | *14%* | 23 | *55%* | 42 |
| **All** | **54** | ***27%*** | **13** | ***6%*** | **135** | ***67%*** | **202** |

**Table 6. Organic Producer Survey, Question #3b**

| **I support establishing an organic commission even if I have to pay assessments to other commissions.** | | | | | | | |
|---|---|---|---|---|---|---|---|
| | **Disagree** | | **Neutral** | | **Agree** | | **Total** |
| Tree Fruit Growers | 103 | *65%* | 12 | *8%* | 43 | *27%* | 158 |
| Other organic producers | 22 | *54%* | 4 | *10%* | 15 | *37%* | 41 |
| **All** | **125** | ***62%*** | **16** | ***8%*** | **58** | ***29%*** | **199** |

***Those not currently paying assessments***
Almost half of the survey respondents (190) indicated they do not currently pay commission assessments. These producers either grow crops for which there is no commission (e.g. onions, sweet corn, squash) or are exempt from paying assessments to commissions, primarily due to low volume or direct- to-consumer marketing. Overall, only 23% of these producers, representing 27% of the acreage, support forming a commission that would include mandatory assessment of their organic products. Here, too, there was no significant difference in response by commodity, percent organic, marketing or diversity.

**Table 7. Organic Producer Survey, Question #3c**

| **I support establishing an organic commission that would include mandatory assessments of my organic products.** | | | | | | | |
|---|---|---|---|---|---|---|---|
| | **Disagree** | | **Neutral** | | **Agree** | | **Total** |
| Tree Fruit Growers | 29 | *62%* | 8 | *17%* | 10 | *21%* | 47 |
| Other organic producers | 85 | *59%* | 25 | *17%* | 33 | *23%* | 143 |
| **All** | **114** | ***60%*** | **33** | ***17%*** | **43** | ***23%*** | **190** |

There is a significant difference in the profile of organic producers who currently pay assessments compared to those producers who do not.

Of those respondents who currently:

- Pay assessments…
- 80% grow tree fruit
- 85% grow only one organic commodity
- 60% are 100% organic
- 77% wholesale their entire organic crop (6% direct market only)
- Represent about 50% of the respondents but about 70% of the acreage

- Do not pay assessments…
- 60% grow vegetables
- 55% grow only one organic commodity
- 91% are 100% organic
- 28% wholesale their entire organic crop (42% direct market only)
- Represent about 50% of the respondents but only about 30% of the acreage

## Comments

Of the 420 respondents, a high percentage (63%) provided comments on the survey or about the idea of an organic commission. These comments provide valuable additional information beyond the survey numbers. The comments are provided in their entirety in the complete survey results found in the Appendix A. Some respondents express concern that there was not enough information provided to make a decision on support or non-support of forming an organic foods commission. Many of the comments reflect a strong opposition to forming a commission with mandatory assessments.

## Summary

There is general support for forming an organic commission, however, most producers are opposed to establishing an organic commission if they have to pay existing commission assessments in addition to organic commission assessments or, if they do not currently pay assessments, if they have to pay mandatory assessments on their organic products.

Interest in a commission differs by what a grower produces and how the grower markets. For example:

- Support for forming an organic commission is strongest among apple growers who are 100% organic and wholesale their crop.

- Most organic producers with diverse operations centered on vegetables, who are 100% organic and direct market their products, oppose the formation of an organic commodity commission.

Generally speaking, organic producers who currently pay assessments to a commission (primarily tree fruit growers who wholesale) appear highly interested in redirecting their assessments to an organic commission. A majority of organic tree fruit growers in this group (70% by number and 73% by acreage) support the establishment of an independent organic food commission if they do not have to pay assessments to other commissions.

Organic producers who do not currently pay assessments to a commission (primarily mixed vegetable growers who direct market) are not interested in paying assessments to an organic food commission.

# Commodity Commission Information

As part of its effort to evaluate the feasibility of forming an organic food commission, WSDA gathered information from the existing commodity commissions. This was done through a questionnaire sent to each of the state's 24 commodity commissions, additional information gathering and contacts with commissions, and the participation of two commissions in the project work group.

## Commodity Commission Questionnaire

WSDA mailed a questionnaire to the commodity commissions in May 2002 asking for information on the number of organic producers and volume of organic production, whether organic producer and production was tracked separately, and their thoughts on whether an organic commission should be established.

Sixteen of the 24 commissions responded to the survey. Most of the commissions reported few, if any, organic producers. Most reported they do not track organic production separately. Of those responding, the Apple Commission and the Tree Fruit Research Commission reported the highest levels of organic production.

On the question of establishing a separate organic food commission, seven commissions favored having an organic program within the current commission structure; three commissions supported creating a separate organic commission, and six were neutral, undecided, or had no opinion. Most commodity commissions with organic producers favor having an organic program within their existing commission structure.

**Table 8. Commission Support for an Organic Food Commission**

| Opinion | No. | Commission* |
|---|---|---|
| *Support separate organic commission* | 3 | **Blueberry**, Dry Pea & Lentil, Hop |
| Favor organic program within current commission | 7 | **Apple**, Beef, Fryer, Mint, **Tree Fruit Research**, **Wheat**, **Wine** |
| Undecided/No opinion | 6 | Asparagus, Bulb, Dairy Products, **Potato,** Strawberry, **Red Raspberry** |
| No Response | 8 | Alfalfa Seed, Barley, Canola, Cranberry, **Fruit**, Puget Sound Salmon, Seed Potato, Turfgrass Seed |
| **Total** | **24** | |

*Commissions in **bold are estimated to have** received more than 1% of their assessments or more than $1,000 from organic growers in 2001.

Comments from commissions on the possible formation of an organic food commission focused on five issues or concerns:

1. **Mutual benefits.** The research, promotion, and other activities conducted by commodity commissions benefit both organic and conventional producers.
2. **"Free ride**." If an organic commission was formed and organic growers were exempt from paying assessments to other commissions, organic growers would still benefit from the work of the other commissions thereby receiving a "free ride."
3. **Product Distinction**. Promoting organic products implies that conventional products are inferior. Commodity commissions cannot promote organic food products because it would be detrimental to conventional producers.
4. **Producer vs. Producer**. An organic food commission would be divisive and pit organic producers against conventional producers.
5. **Existing resources**. Organic producers are better served by using the resources available in existing commissions. Organic producers would lose effectiveness by forming an independent organic commission.

## Assessments Paid to Commodity Commissions on Organic Production

One question is repeatedly raised related to the organic food commission discussion:

**"*How much money do organic producers currently pay in assessments to state commodity commissions?"***

This answer to this question is difficult to ascertain, as commodity commissions do not separately track assessments paid on organic products. Each commodity commission collects assessments using different rates and units of measurement. Some commissions collect assessments based on sales revenue, others on number or pounds sold.

We used several data sources to determine a reasonable estimate of the assessments paid by producers on organic production. Information about acres in organic crop production was obtained from the WSDA Organic Food Program. Total acres in production and average yields for each commodity were obtained from the Washington Agricultural Statistics Service. The Wenatchee Valley Traffic Association provided estimates of organic apple production.

The information gathered indicates that organic producers contribute approximately $525,000 to $1 million in assessments to commodity commissions in 2001. That amount is estimated to increase by approximately $100,000 in 2002. All but approximately $25,000 of the assessments was paid to the three tree-fruit commissions: the Apple Commission, the Fruit Commission and the Tree Fruit Research Commission.

In terms of percentage of contributions of organic production vs. conventional production, there are only eight commodity commissions where organic producers are estimated to contribute more than $1,000 or more than one percent of the assessments collected by the commission. These are the Apple, Blueberry, Fruit, Potato, Red Raspberry, Tree Fruit Research, Wheat and Wine commissions.

**Table 9. Estimated Assessments Paid by Organic Producers to Selected Commodity Commissions**

| Commission | Total Assessments[1] (2001) | Acres in production (2001)[2] | Acres in organic production (2001)[3] | Calculated % of acres in organic production | Estimated contribution by organic producers[4] |
|---|---|---|---|---|---|
| Apple | $24,064,198 | 192,000 | 6,540 | 3.41% | $412,500 - $819,687 |
| Tree Fruit Research | $3,672,103 | 256,100 | 8,436 | 3.29% | $34,650 - $120,960 |
| Fruit | $3,090,795 | 36,100 | 588 | 1.63% | $50,343 |
| Potato | $3,464,431 | 160,000 | 599 | 0.37% | $12,970 |
| Wine | $927,000 | 24,000 | 146 | 0.61% | $5,639 |
| Red Raspberry | $363,670 | 9,500 | 119 | 1.25% | $4,555 |
| Blueberry | $53,400 | 1,700 | 99 | 5.82% | $3,110 |
| Wheat | $2,037,353 | 2,490,000 | 1,962 | 0.08% | $1,605 |
| **Total** | | | | | **$525,373- $1,018,870** |

[1] As reported by the commodity commission. To be a better predictor of future assessments, revenue from an additional 15 cents per box assessment that ended in 2001 is not included in the Apple Commission figure.

[2] Source: Washington Agriculture Statistics Service, Washington Fruit Survey 2001 or 2002 Annual Bulletin.

[3] Source: Washington State Department of Agriculture Organic Food Program.

[4] Calculated amount. Lower estimates provided for Apple and Tree Fruit Research commissions calculated using data provided by Wenatchee Valley Traffic Association.

## *Apple Commission*

Assessments paid by organic apple producers to the Washington Apple Commission are estimated between $412,500 and $819,687. The lower estimate was determined by using information provided by the Wenatchee Valley Traffic Association (WVTA). The WVTA provides estimates on commercial apple production. The WVTA estimated a 2001 crop of 1,650,000 to 1,800,000 boxes of organic apples, which represents 2.0% of the 2001 Washington apple crop. At $0.25 per box, the Apple Commission would collect $412,500-$450,000 from organic apple producers, based on the WVTA estimate.

The higher estimate of the assessments paid by organic apple producers to the Washington Apple Commission was calculated using the percentage of apple acreage in organic production in 2001. In 2001, the department certified 6,540 acres of organic apples. This represents 3.4% of the state's 192,000 acres of apples. In 2002, WSDA certified 8,075 acres of organic apples. Based on the acres in organic apple production in 2001, the Apple Commission collected an estimated $731,103 from organic producers.

The differences between the low and high estimates are probably due to the following factors. Some of the 6,540 acres that are certified organic include young or nonbearing apple trees that would not be in production. In addition, some production is not subject to assessment. WVTA has suggested that some of the organic apple shippers are not accounted for in their estimates because they are not members of the WVTA. WVTA estimates also do not include fruit sold uninspected at roadside stands or farmer markets. Also, depending upon market conditions, some organic apples are sold on the conventional market.

Estimated assessments for 2002 are significantly higher. In 2002, WSDA certified 8,075 acres of organic apples. The WVTA estimates a 2002 crop of 2,163,700 boxes of organic apples, which represents 2.4% of the 2002 Washington apple crop. At $0.25 per box, the Washington Apple Commission would collect $540,925 from organic apple producers, based on the WVTA estimate.

### *Tree Fruit Research Commission*

The Tree Fruit Research Commission collects assessments from apples, pears, cherries and other commercial tree fruit. The assessment rate is $4 per ton for cherries and $1 per ton for all other tree fruit. In 2001, 3.4% of the apple acreage, 4.7% of the pear acreage (1,308 acres organic out of 28,000 acres in commercial pear production), and 1.6% of stone fruit acreage was in organic production. Combining all tree fruit, there was an estimated 3.3% of the state's tree fruit in organic production in 2001 (8,436 organic tree fruit acres out of 256,100 acres tree fruit). This calculates to an estimated $120,960 collected from organic tree fruit producers for the Tree Fruit Research Commission.

Using the WVTA estimate that 2.0% of the 2001 apple crop is organic, the Tree Fruit Research Commission assessments included assessments of $34,650 from organic apple growers and an unknown amount from other organic tree fruit growers. The WVTA estimates that 2.4% of the 2002 apple crop and 3.8% of the 2002 pear crop will be organic.

### *Blueberry, Fruit, Red Raspberry, Potato, Wheat, & Wine Commissions*

Estimated assessments paid by organic producers to the Blueberry, Fruit, Red Raspberry, Potato, Wheat, & Wine commissions were calculated by multiplying the percentage of organic acreage by the 2001 annual assessment. Based on 99 acres in organic blueberry production, or 5.8% of the state's blueberry crop, organic producers paid $3,110 to the Blueberry Commission. Based on 588 acres in organic stone fruit production (cherries, peaches, plums, nectarines, apricots), or 1.6% of the 36,100 acres of stone fruit, organic producers paid $50,343 to the Fruit Commission. The Red Raspberry Commission collected an estimated $4,555 from the 119 acres of organic raspberries.

Assessments collected from organic producers by the Potato, Wheat and Wine commissions were estimated to be more than $1,000 in 2001, however, in terms of acreage, less that 1% of the state's potato, wheat and wine grape acreage is in organic production. According to the Wheat Commission, the commission does not receive any assessments from organic wheat producers as most are very small and direct market their product.

### *Other Commissions*

Of the other sixteen commodity commissions, we estimate seven commissions (Asparagus, Barley, Dairy Products, Dry Pea and Lentil, Hop, Mint, and Strawberry) collect less than $1,000 per year from organic producers. The remaining nine commissions (Alfalfa Seed, Beef, Bulb, Canola, Cranberry, Fryer, Puget Sound Salmon, Seed Potato, and Turfgrass Seed) do not collect any assessments from organic producers, as there is no certified organic production of these commodities.

# Benefits Organic Producers Receive from Existing Commissions

The benefits any producer receives from a commission depends on the type of activities the commission is authorized to undertake and the resources the commission can apply to those activities. Washington's 24 commodity commissions focus primarily on research, marketing or both. Their budgets are primarily derived from assessments, which range from less than $50,000 to more than $20 million annually.

Marketing activities may include consumer advertising, retail promotions, trade shows, food service promotions, consumer information programs, public relations and more. These may be targeted for domestic or foreign markets.

Research activities may include developing better and more efficient methods of production, irrigation, processing, transportation, handling, marketing, and utilization of agricultural products.

Commissions also undertake activities to address unfair trade practices, improve standards and grades through labeling, monitor regulatory issues, and provide marketing information, among other activities.

Listed below are the primary activities by commission.

| Commission | Primary Activity |
|---|---|
| ***Statutory Commissions*** | |
| Apple | *Marketing* |
| Beef | *Marketing* |
| Dairy Products | *Marketing* |
| Fruit | *Marketing* |
| Tree Fruit Research | *Research* |
| Wine | *Marketing* |
| ***RCW 15.66 Commissions*** | |
| Barley | *Research, Marketing* |
| Bulb | *Research* |
| Fryer | *Marketing* |
| Potato | *Marketing, Research* |
| Seed Potato | *Marketing, Research* |
| Wheat | *Research, Marketing* |

| Commission | Primary Activity |
|---|---|
| ***RCW 15.65 Commissions*** | |
| Alfalfa Seed | *Research* |
| Asparagus | *Marketing, Research* |
| Blueberry | *Marketing, Research* |
| Canola | *Research* |
| Cranberry | *Research* |
| Dry Pea & Lentil | *Marketing, Research* |
| Hop | *Marketing, Research* |
| Mint | *Research* |
| Puget Sound Salmon | *Marketing* |
| Red Raspberry | *Marketing, Research* |
| Strawberry | *Research* |
| Turfgrass Seed | *Research* |

## Specific Commission Activities

WSDA asked the commissions for information on activities they conduct that benefit organic food producers. Ten of the 24 Commissions responded; many of those that did not reply do not have any known organic production. The Apple and Tree Fruit Research commissions also provided information at the Organic Commission Work Group meetings. Here is a compilation of the information the department received.

### *Apple Commission*

The following is excerpted from a booklet submitted by the Apple Commission.

***Activities that benefit all apple growers:***

- The Apple Commission has conducted consumer advertising and public relations since 1937. Promoting on a united front for 65 years, Washington apple growers have developed a high reputation in the produce business. Washington apples now control 70 percent of the U.S. fresh-apple production.
- The Washington apple brand is recognized worldwide. The brand is displayed in some of the most remote retail shops.
- The commission's field force consists of 15 domestic market representatives and 14 international representatives. The field force promotes Washington apples in 30 different countries.
- Foreign Market Access: (1) The commission funds about half of the budget of the Northwest Horticultural Council and seats four of its board members. This organization is charged with developing foreign market access for Washington tree fruits. About 30 percent of Washington apples are exported. (2) The commission funds the work of Northwest Fruit Exporters who are charged with opening apple sales to nine specific countries. India is the most recent success, having opened its borders to more than 600 truckloads of Washington apples.
- Each year the commission applies for and receives about $3 million from the federal foreign market access program and other export related grants.
- The commission funds approximately half the budget of the U.S. Apple Association and seats five board members. This organization has been instrumental in gaining $200 million in federal cash payments to apple growers, in getting apples included in the 2002 farm bill, and in gaining USDA school lunch purchases of apples.

***Activities directed to organic apples:***

The Washington Apple Commission:

- Holds organic marketing advisory committee meetings that are attended by growers, packers and marketers of organic apples.
- Sponsored 299 organic promotions with 65 separate retail chains, since the beginning of the 2000-2001 season.

- Works with a number of organic retailers. For example, the commission has continued its ongoing partnership with Wild Oats, an organic retailer with about 120 stores nationwide.
- Spent $112,000 promoting organic apples in the United Kingdom.
- Developed organic Washington apple sales materials.
- Reprinted its children's coloring book using the Whole Kids Organic logo in partnership with the Whole Foods Markets, an all-natural organic retailer for distribution in 126 stores.
- Developed an organic farming practices sheet for use by sales representatives through out the United States to provide more information regarding Washington organic cultivation for retailers.
- Spent thousands of dollars in legal fees researching organic trademarks.
- Made application for and paid for securing UPC numbers for organic sizes and varieties used on apple stickers in the retail store.
- Developed a directory of Washington's organic apple shippers.
- Paid for 25 retail VIPs to tour the Washington apple industry, with organic orchards and packinghouses a prominent part of the two-day tour.
- Enlisted the help of a third party organic supplier to influence conventional retailers to expand and grow the Washington apple category and placed at their discretion $10,000 for the current season.
- Featured organic apples at the 2002 PMA convention and entered into serious discussions with two major retailers of organic foods about including the chains in the Commission's award-winning category management program.
- Represented the Apple Commission with the only produce industry booth at the Organic Trade Association convention in May 2002.
- Published articles in several issues of the Apple Edge (Commission's newsletter) focused on organics.

### *Asparagus Commission*

The Asparagus Commission includes some organic treatments in some of its pest management trials. The Commission has not received a request for any information or research/promotion activities for organic asparagus.

### *Beef Commission*

The Washington State Beef Commission funds generic beef promotion, research and consumer education programs. Because of the generic nature of these programs, they benefit everyone who produces beef, whether they market their cattle through branded breed specific programs, branded natural or organic programs, branded geographic programs, branded further processed/value added programs or simply through generic commodity distribution channels. Dr. Ronald Ward, a prominent agriculture economist from the University of Florida, reports that over $5.00 is returned for every $1.00 beef producers invest in the Beef Check-off program in this country.

- Promotion programs include *"Beef. It's What's for Dinner"* radio and television advertising that doesn't differentiate between grades, breeds, brands or production methods. There are promotion partnership opportunities available to branded manufacturers who are adding value to cuts from the chuck and round to increase profit opportunities for all producers. The Beef Commission's 2002 summer grilling promotion served to increase the sales of all grilled beef to help move the oversupply of product through the distribution pipeline.

- Retail programs seek to educate consumers about the various cuts of beef and help them to understand the proper cooking methods for those cuts. This information is needed for both conventional and organically produced beef.

- Food service programs target restaurant operators with interesting new beef recipe ideas for their menus and demonstrate profitable methods to incorporate underutilized beef cuts into the menu. Again, the chef chooses whether or not these menu items will be prepared with organic or conventionally produced beef, or whether that beef will be a special grade or breed. The intent of the program is to increase the amount of all beef sold through these channels.

- Consumer information programs work to educate consumers about beef cookery, safe preparation and handling of beef and beef's nutritional contribution to a healthy diet. The distribution of beef recipes for all cuts of beef is a popular service provided by the Beef Check-off program. All of these programs benefit conventional and organic producers equally.

- In the area of issues management, the Beef Check-off also funds media relations activities on behalf of the state's beef industry. Crisis communications efforts are conducted for a wide variety of issues including foreign animal disease and food borne illness.

- Research programs funded with Beef Check-off assessments focus on improving the safety of beef, improving our understanding of beef's contribution to a healthy diet. Substantial work is also being conducted on the development of new product concepts and muscle profiling to provide consumers with high quality new steak cuts that increase the value of the chuck and round. This information is available to any group marketing beef no matter what market niche they are filling.

### *Blueberry Commission*

All promotion is geared to the generic product. Less than 5 percent of the blueberry growers are certified organic.

### *Dairy Products Commission*

Since the inception of the Washington Dairy Products Commission back in 1939, a primary purpose of the commission is to build demand for milk, cheese and other dairy products on behalf of the Dairy Farmers of Washington. This purpose or mission remains the focus of its efforts today. The commission does not promote one brand over another, and generally does not give particular emphasis to varieties of milk like non-fat, 1%, 2%, and whole milk. The commission promotes milk and its importance in an overall well-rounded diet. All milk, whether its labeled as organic or not, has all the same nutritional benefits for the consumer.

Key areas of work that benefits all producers:

- Legislative monitoring/Information resource
- Regulatory/issues monitoring
- Consumer-related issues monitoring
- Media relations
- Product publicity work
- Image/reputation management
- Nutrition marketing programs (Healthy Moms, Healthy Kids)
- Classroom nutrition education programs
- Health professional education programs
- Retail grocery store & foodservice promotion
- Milk advertising
- Consumer research
- On farm production and environmental research

The Dairy Products Commission's job is to create a positive marketing environment for milk and dairy products and to drive consumers to the dairy case to buy the milk producers' products. The consumers ultimately make the choice on what product they buy.

### *Fryer Commission*

The Washington Fryer Commission does not cover any organic producers, and therefore, does not have any programs to support organic production.

### *Red Raspberry Commission*

The Red Raspberry Commission is assisting organic growers in three of its major program areas:

***Fair Trade***

- Seeking to re-impose GSP tariffs on all imported Chilean red raspberries (organic and conventional)
- Achieved anti-dumping duty on all but two Chilean importers for IQF (Individually Quick Frozen) red raspberries (organic and conventional)

***Marketing***

- Include organic sellers on all commission marketing materials and Web site
- Promote organic option in all trade shows and marketing meetings

***Research***

- Funded *Integrated Organic Manual* Project ($3,000)
- Sponsored *Organic Raspberry Production* Project with Washington State Commission on Pesticide Registration ($8,000)

### *Strawberry Commission*

The commission is not conducting any research or promotion that relates specifically to organic. The commission funds research in producing new varieties of strawberries that would also benefit organic growers. Issues specifically relating to organic production have not been brought to the commission's attention.

### *Wheat Commission*

Washington produces very little organic wheat. Due to the cost of acceptable fertilizer, such as chicken manure, it is now not cost effective to produce organic wheat and maintain acreage management requirements. The commission has a list of organic producers and will supply the list to anyone interested in procuring organic wheat. Since the demand for organic bulk grain is too small to justify large promotional expenditures, the commission does not have any other organic program.

### *Wine Commission*

The Wine Commission does not have any programs that are directed at strictly organic wines or wine grapes, but the commission does encourage organic producers to participate in all of its tastings and other promotions. The commission does "pitch" organic wine media stories to wine writers when it's appropriate.

### *Tree Fruit Research Commission*

The Tree Fruit Research Commission reported at a meeting of the Organic Food Commission Work Group that the commission's budget for research last year was $3.2 million. It estimated that $200,000 of those dollars supported research that specifically addresses organic crop production problems. Another $400,000 supported research that benefits both organic and conventional producers. In addition, $400,000 is spent on predators that affect tree fruit in general. All together, around $1 million of the $3.2 million is spent mainly on research on biological and non-chemical controls that benefit both organic and conventional production.

# Distinct Needs of the Organic Food Industry

The organic food industry has a number of needs regarding promotion, research, trade barriers, and regulatory issues. There are a number of state and national organizations that address some of these needs. The Organic Trade Association, based in Greenfield, Massachusetts, is a national trade association that has an annual trade show, provides promotional material for the organic trade, and addresses trade and regulatory issues through its Quality Assurance Council. The Organic Farming Research Foundation, based in Santa Cruz, California, is a national organization that provides funding for organic research. In Washington state, the Washington Tilth Producers is a statewide organization that has a newsletter, an annual meeting and provides support to the state's organic producers.

The following list of needs was compiled from comments made in the Organic Producer Survey and the input provided from the Organic Food Commission Work Group.

1. **Marketing Needs**

   The organic food market is a distinct market that appeals to certain groups of consumers. Members of the Organic Food Commission Work Group emphasized a need to market "Why buy organic" and "Why pay more for organic food products." According to the Hartman Group (1996), consumers of organic food products have distinct attributes. Some of the reasons consumers of organic food products buy organic are because of their concern for the environment, health, and nutrition. The industry needs specific marketing strategies for consumers of organic food products, including advertising and promotional programs tailored to this market.

   The benefits of organic agriculture have been well documented. Benefits include improved soil quality, increased water retention, decreased soil erosion, and improved biodiversity (Reganold, Elliot and Unger, 1987; Reganold et al, 2001; Maeder et al, 2002). Members of the Organic Food Commission Work Group and comments from the Organic Producer Survey indicate that organic producers want to highlight the benefits of organic farming in marketing and promotional materials.

2. **Trade Issues**

   The organic food industry has unique market access problems with Japan and Europe. Organic products sold in the European Union (EU) must be in compliance with European organic standards including EU 2092/91, EN 45011 and EC 1788. Competent authorities in each member country or, in the case of Germany, by each state within the country regulate access to the European organic market. In addition, the European organic market often requires acceptance by European certifiers that oversee the acceptance of organic products within the member country's organic food industry. Accessing the Japanese organic market is equally complex.

### 3. Research on Organic Systems

Organic producers need research on better organic production methods. Research needs to be conducted with materials and methods that comply with organic standards. The Washington State University Center for Sustaining Agriculture and Natural Resources identified the organic food industry's major priorities earlier this year. The major priorities identified include pest management practices, organic fertility management, fruit crop production practices, organic seed development, marketing and value-added strategies, dry land crop production, and livestock production and marketing.

### 4. Matching Funds for Organic Research

Many grant programs require matching funds for all grant requests. The organic food industry does not have the financial resources to provide matching funds in order to be eligible for many grant programs. There are no statewide organic food associations that have funding available for matching grant programs.

### 5. Regulatory Issues

Organic producers have unique regulatory issues related to national and foreign organic standards that require attention. The organic food industry has the unique regulatory requirements of organic certification. The U.S. National Organic Program (NOP) is currently being implemented. The NOP prohibits many materials that previously were allowed under the state organic certification rules. Restrictions on compost sources and pest control materials are negatively impacting organic producers. The organic food industry needs an effective voice in working with USDA on interpretations of the National Organic Program and other regulatory issues that affect the industry.

### 6. Public Relations

The organic food industry needs to be able to provide information about organic food production to media, stakeholder groups and the general public. This industry also needs to be able to promptly and effectively address negative media coverage and general consumer issues as they relate to organic food production and food safety.

# Organic Food Commission Work Group

In August 2002, the department assembled a group of organic producers and commodity commission representatives to examine the issues related to forming an organic food commission. Members of the Organic Food Commission Work Group held diverse perspectives regarding the formation of the commission. The work group included organic producers that supported a commission, those undecided, and those opposed. The work group also included representatives from the commodity commissions in order to gain their perspective on the formation of an organic commission. Representatives from Washington Tilth and the Washington State Horticultural Association were included to provide input from the state's organic farming and tree fruit grower associations. A list of the work group members follows:

- ***Dain Craver***, Crave Organic Orchard, organic tree fruit producer, member of WSDA's Organic Advisory Board, Royal City, Grant County
- ***Bill Dean***, Judel Farms, organic vegetable producer, Basin City, Franklin County
- ***Ray Fuller***, Stormy Mountain Ranch, organic tree fruit producer, Chelan, Chelan County
- ***Jim Hazen***, Executive Director, Washington State Horticultural Association, Wenatchee, Chelan County
- ***Jeff Herman***, Cliffside Orchard, organic tree fruit producer, President of Tilth Producers, Kettle Falls, Stevens County
- ***Scott Leach***, Leach Orchards, organic tree fruit producer, Zillah, Yakima County
- ***Alec McErlich***, Small Planet Foods, organic vegetable producer and processor, member of WSDA's Organic Advisory Board, Sedro Woolley, Skagit County
- ***Jim McFerson***, Executive Director, Tree Fruit Research Commission, Wenatchee, Chelan County
- ***Harold Ostenson***, Pac Organic Fruit, organic tree fruit producer and handler, member of WSDA's Organic Advisory Board, George, Grant County
- ***Welcome Sauer***, Executive Director, Apple Commission, Wenatchee, Chelan County
- ***Eric Strandberg***, Pine Creek Pack, organic tree fruit producer and handler, Omak, Okanogan County

The work group met once in September and, again, in October. During the meetings, the Organic Producer Survey and the Commodity Commission Survey were reviewed and work group members shared their perspectives on the formation of an organic food commission. The commodity commissions described the benefits that organic producers receive from existing commissions. Organic producers provided information on the distinct needs of the organic food industry. The work group reviewed the various procedures that could be used to establish an organic food commission. They concluded that the existing statutes, chapters 15.65 and 15.66 RCW, would not work for establishing an organic commission and that a separate enabling statute would be needed if an organic commission was formed. The work group provided critical input for describing both the benefits that commodity commissions provide to organic producers and the distinct needs of the organic food industry.

During both meetings the work group discussed a number of alternatives for addressing the organic food industry needs. Two ideas discussed in some detail were forming a state organic trade association and establishing organic grower committees within each commodity commission.

A state organic trade association could be formed to provide a statewide focus on promoting the organic food industry. A state organic trade association could be affiliated with the national Organic Trade Association to promote organic food products, nationally and internationally. Financial support could be received from all organic producers including those that are members of commissions and those organic producers that are not members of commissions. Financial support may be available from commodity commissions to help support a state organic trade association in a similar manner to the Northwest Horticultural Council which receives 50 percent of its funding from the Apple Commission. The formation of a state organic trade association would not require legislative action.

The Organic Grower Committee concept was presented by a few of the work group members. This proposal would form an organic food commission using ten percent of the commodity commission assessments paid by organic producers as a funding base. Ninety percent of the assessments paid by organic producers would remain within existing commissions. Organic Grower Committees would be formed within each commodity commission to provide some oversight on the use of the assessments paid by organic producers. The organic food commission would support statewide organic industry projects by using ten percent of the existing assessments along with any grant money that the organic food commission could obtain. The implementation of the Organic Grower Committee concept would require legislative action.

The Organic Food Commission Work Group did not reach agreement on whether to pursue the formation of a state organic trade association or the Organic Grower Committee concept.

# Evaluation of Procedures for Establishing an Organic Food Commission

As part of its charge, the department was to evaluate procedures that could be used to establish an organic food commission. The department was to include in its evaluation the ability to establish a commission under chapters 15.65 and 15.66 RCW as compared to the procedures in Senate Bill 6246, a bill introduced in the 2002 Legislature that would have created a separate statute enabling the formation of an organic food commission.

Commodity commissions are established either by a specific statute or by a marketing order under one of two enabling statutes administered by the Director of Agriculture, chapters 15.65 and 15.66 RCW. Of the state's 24 commodity commissions, six are established by a specific statute and 18 are established by the Director through the adoption of marketing orders.

Detailed under each enabling act are the procedures the Director must follow for development and issuance of a marketing order as well as the parameters for the make-up of a commission and how it operates. To determine the ability to form an organic food commission under chapter 15.65 RCW, chapter 15.66 RCW, and SB 6246, the following questions need to be answered:

- Which agricultural commodities will be affected by the commission?
- Will the agricultural commodities include raw or processed commodities or both?
- What are the purposes of the commodity commission?
- What powers and duties will the commission have?
- Who will pay the assessment — producers or processors or both?
- What assessment amount will be levied against the affected commodity? Based on what unit?
- How will the assessments be collected?
- What area of the state will the commission's authority cover?
- How many positions will there be on the commission board?
- What are the qualifications or requirements for members of the commission board?
- How are members of the commission board selected?

Because the answers to these questions are not clear, the department developed a table to reflect different options for establishing an organic food commission (see Appendix B). The table includes elements relating to these questions along with how those elements apply under chapter 15.65 RCW, chapter 15.66 RCW, and SB 6246, as well how they might apply under a different organic commission enabling statute.

### *Chapters RCW 15.65 and 15.66*

In both commodity commission enabling statutes, "agricultural commodity" is defined as "any of the following commodities or products: Llamas, alpacas, or any other animal or any distinctive type of agricultural, horticultural, viticultural, vegetable, and/or animal product, including, but not limited to, products qualifying as organic food products under chapter 15.86 RCW and private sector cultured aquatic products as defined in RCW 15.85.020 and other fish and fish products, within its natural or processed state, including beehives containing bees and honey and Christmas trees but not including timber or timber products. The director is authorized to determine what kinds, types or subtypes should be classed together as an agricultural commodity for the purposes of this chapter."

All marketing orders that are currently established under the enabling statutes assess producers of a specific agriculture commodity within a geographic production area.

Although chapter 15.65 and 15.66 RCW allow for establishing a marketing order for organic food products, creating a multiple commodity marketing order or creating a marketing order that includes both raw and processed products would be problematic under both statutes. Additional limitations under both enabling statutes also impact the establishment of an "organic food" commission:

**CHAPTER 15.66 RCW:**

- The act specifically prohibits the establishment of a marketing order for apples, soft tree fruits or dairy products.
- The act does not address the issue of establishing more than one commission for the same agricultural commodity. It does allow one commission to administer more than one marketing order.
- The act does not provide an exemption for organic producers covered by an organic commission from existing commission assessments.
- Assessments on an agricultural commodity are limited to three percent of the total market value of all affected units stored in frozen condition or sold or marketed or delivered for sale or marketing by all producers of such units during the year to which the assessment applies.

**CHAPTER 15.65 RCW:**

- A marketing order may not apply to any person engaged in canning, freezing, pressing or dehydrating of fresh fruit or vegetable or any person engaged in the growing of peas.
- The act does not address the issue of establishing more than one commission for the same agricultural commodity.
- The act does not provide an exemption for organic producers covered by an organic commission from existing commission assessments.
- Assessments on an agricultural commodity are limited to four percent of the total market value of all affected units stored in frozen condition or sold or marketed or delivered for sale or marketing by all producers of such units during the year to which the assessment applies.

Additionally, chapter 15.65 RCW in its application is a statute that is difficult to read and apply. It is written to allow for a number of scenarios and actions in establishing a commission. To add one more scenario or action will further add to the difficulty working with this statute.

### *Senate Bill 6246*

Senate Bill 6246 proposes a separate enabling statute to create an organic food commission funded by an assessment on organic food producers. Organic food includes agricultural products as defined under RCW 15.86.020(2), which states: "Organic food" means any agricultural product, including meat, dairy, and beverage, that is marketed using the term organic or any derivative of organic, and that is produced, handled, and processed in accordance with this chapter. The definition encompasses both raw and processed products, and it could be assumed that producers of both raw and processed organic products would pay assessments to the commission.

The bill is patterned after the enabling statute chapter 15.66 RCW. Both chapters 15.66 and 15.65 RCW allow the Director of Agriculture to adopt separate marketing orders for individual agricultural commodities. Because SB 6246 contains language similar to the enabling statutes, it is unclear whether the intent of the bill is to create an enabling statute for one marketing order covering all organic food or individual marketing orders for each organic food commodity.

### *Separate Statute*

Given the problems identified with chapters 15.65 and 15.66 RCW and SB 6246, it appears that a separate statute would be needed to establish an organic food commission. To construct such a statute and develop the procedures for forming an organic food commission, the questions listed above and other elements outlined in the table in Appendix B need to be considered.

# Findings and Recommendations

## Findings

Based on the surveys, discussions and the evaluation of information gathered during the project, the Department of Agriculture presents the following findings.

1. **There is no consensus among organic producers about forming an organic food commission.**

There is general support for forming an organic commission, however, most producers are opposed to establishing an organic commission if their products are subject to mandatory assessments and they have to pay existing commission assessments in addition to an organic commission assessment. Interest in forming a commission is influenced by what a grower produces, how the grower markets, and whether the grower currently pays commission assessments. For example:

- Among survey respondents who currently pay commission assessments, primarily tree fruit growers, 67% support establishing an organic commission *if* they do not have to pay assessments to other commissions. If they must continue to pay assessments to other commissions, only 29% support paying assessments to an organic commission.
- Organic growers who are not currently members of commodity commissions, primarily smaller, mixed vegetable growers who direct market, oppose forming an organic food commission that would include mandatory assessments of their organic products. Only 23% agreed with the statement: "I support establishing an organic food commission that would include mandatory assessments of my organic products."

2. **Organic producers contribute approximately $525,000 to $1 million in assessments to commodity commissions.**

It is estimated that organic producers paid between $525,000 and $1 million in state commodity commission assessments in 2001. This figure is expected to increase as the organic food industry continues to grow. All but approximately $25,000 of the assessments was paid to the three tree-fruit industry commissions: the Apple Commission, the Fruit Commission and the Tree Fruit Research Commission.

3. **Organic producers benefit from existing commissions.**

Commodity commissions conduct many activities that benefit organic producers including generic promotional activities, specific organic promotional activities, trade barrier assistance, and research on non-chemical pest management, plant breeding, production methods and a variety of other topics.

4. **Organic producers have distinct needs.**

Organic producers have distinct research, regulatory and promotional needs. These needs cross commodity lines and are more often unique to the production method (organic) rather than the individual commodity (for example, apples, corn and blueberries). Distinct needs include promotional programs that target consumers of organic food products, market access issues with Japan and Europe, regulatory issues regarding national and international organic standards, and research on non-chemical pest control.

5. **Most commodity commissions with organic producers favor having an organic program within their existing commission structure.**

Most commissions with organic producers favor having an organic program within the existing commission structure or question the need for a separate organic commission. Only eight commissions received more than 1% of their assessments or more than $1,000 from organic growers in 2001. Commissions have the administrative infrastructure, research expertise and professional staff that could be used to greater advantage to support the distinct needs of the organic food industry.

6. **Establishing an organic food commission would best be accomplished by enacting a new separate statute.**

The existing commodity commission enabling statutes – chapters 15.65 and 15.66 RCW – are designed for single commodity commissions and contain provisions that limit their applicability to an organic food commission. SB 6246 is modeled after RCW 15.66 and, like that statute, is not well-suited to handle a multi-commodity organic commission. The formation of an organic commission would be best accomplished by enacting a separate statute that addresses the unique characteristics of a multi-commodity organic food commission.

## Recommendations

Based on evaluation of information gathered during the project, the Department of Agriculture presents the following recommendations regarding legislation for establishing an organic food commission.

1. **Due to the lack of consensus within the organic food industry, WSDA recommends that more dialogue take place about issues related to the possible formation of an organic food commission. This dialogue needs to occur within the organic food industry itself as well as between organic growers and commissions, especially those within the tree fruit industry.**

   The greatest interest in forming an organic commission is found among organic tree fruit growers. The majority of these growers appear interested in redirecting the assessments they currently pay to commissions to support activities that address their distinct research, regulatory and promotional needs. Discussions by the work group highlighted the need for greater communication between commissions and organic growers and identified several approaches that could be considered in addressing organic producer needs. These included:

   a. Organic growers becoming more involved with the commissions, including becoming commissioners.
   b. Establishing formal organic committees within current commissions that can work to address the distinct needs of the organic food industry.

c. Establishing formal programs within current commissions to address the unique research, regulatory and marketing needs of organic producers.
d. Improving communications by commissions to organic growers about activities that benefit organic producers.
e. Forming a state organic trade association that would be funded by commodity commissions and voluntary contributions from organic producers.
f. Developing a separate state statute enabling organic producers to form individual commodity or multi-commodity organic food commissions.
g. Establishing an organic food commission that would direct the use of assessments paid by organic producers to other commissions.

The department recommends these approaches be considered and evaluated. All discussions should bear in mind the unresolved legal issues that may impact the formation of an organic food commission in Washington state.

**2. If forming an organic food commission is desired, WSDA recommends a separate statute be enacted that addresses the unique characteristics of such a commission.**

A separate organic food commission statute should:

a. Provide for the formation of multi-commodity commissions as well as individual organic commodity commissions.
b. Address whether producers paying assessments to an organic food commission would be exempt from paying assessments to other commissions.
c. Clarify whether processed organic food products are included. Organic food processors have not expressed any interest in establishing an organic food commission.
d. Provide for a fair and equitable method of assessment and representation on a commission board.
e. Include a broad range of potential commission powers and duties as provided for in RCW 15.65 and RCW 15.66.
f. Be compatible with other commodity commission statutes.

# References

Granatstein, D. and Kirby, E. 2002. *Current Trends in Organic Tree Fruit Production*. CSANR Report No. 4. May 2002. Washington State University Center for Sustaining Agriculture and Natural Resources. Wenatchee, Washington.

The Hartman Group. 1996. The Hartman Report, *Food and the Environment: A Consumer's Perspective* Bellevue, Washington.

Dimitri and Greene. 2002. *Recent Growth Patterns in the U.S. Organic Foods Market*. USDA Economic Research Service.

Maeder, Paul, Andreas Fliessbach, David Dubois, Lucie Gunst, Padruot Fried, and Urs Niggli. *Soil Fertility and Biodiversity in Organic Farming,* Science May 31, 2002: 1694-1697.

Reganold, J.P., J.D. Gover, P.K. Anrews, H.R. Hinman, 2001. *Sustainability of Three Apple Production Systems*, Nature, 410: 926-930.

Reganold, J. P., L. F. Elliott and Y. L. Unger. 1987. *Long-term Effects of Organic and Conventional Farming on Soil Erosion*, Nature. 330:370-372.

# Appendices

***Appendix A – Organic Producer Survey, Washington State Department of Agriculture, August 2002***

***Appendix B – Questions to be Considered on Forming An Organic Commission, Washington State Department of Agriculture, September 2002***

# ORGANIC PRODUCER SURVEY

# AUGUST 2002

## Survey to Determine Interest in Forming a Commission for Organic Producers

# WASHINGTON STATE DEPARTMENT

# OF AGRICULTURE

United States
Department
of Agriculture

NASS
National Agricultural
Statistics Service

WSDA

# Table of Contents

# Organic Producer Survey
## *Summary of Results*
August 2002

**Overview**
In March 2002, the Washington State Department of Agriculture (WSDA) was directed by the legislature to assist in evaluating issues related to the possible formation of an organic commodity commission. As part of its effort to carry out this mandate, WSDA contracted with the Washington Agricultural Statistics Service (WASS) to conduct a survey of all certified organic producers in Washington to determine producer interest in establishing an organic commodity commission. A two-page questionnaire was mailed in April to the 535 operations on the WSDA organic producer list. Response for the survey was excellent with an 83% effective response rate. A total of 420 questionnaires were summarized from the survey.

**Profile of Respondents**
Survey coverage includes a broad representation of the state's certified organic producers.

| | |
|---|---|
| *Crops Grown** | ❑ 53% grow organic tree fruit, including 42% who grow apples<br>❑ 30% grow organic vegetables<br>❑ 13% grow organic berries; 9% grow organic grapes; 8% raise organic livestock |
| *% Organic* | ❑ 72% are 100% organic, including 89% of the vegetable growers and 63% of the apple growers<br>❑ 25% have mixed organic/non-organic operations |
| *Diversity* | ❑ 71% grow only one crop<br>❑ 25% grow more than one crop |
| *Marketing* | ❑ 46% wholesale only; 20% direct market only; 20% both wholesale and direct market |

* Percentages add up to more than 100% as some producers produce more than one organic commodity.

**Supported Commission Activities**
Producers were asked which typical commission activities they would support as an activity of an organic commodity commission.

- 64% support ***research*** relating to organic food production as an activity of an organic commodity commission.
- 55% support ***generic promotion to export or wholesale markets.*** Support varies for this activity with tree fruit growers and those who wholesale as the most supportive. A high percentage of berry and vegetable growers and those who are direct marketers are opposed to generic promotion for export and wholesale markets.
- 70% support ***generic promotion to consumers***.

**Support for forming an organic commission**
***Those currently paying assessments***: About half of the respondents currently pay commission assessments. Of these, 69% support establishing an organic commission if they do not have to pay assessments to other commissions. Only 29% of the growers support establishing an organic commission if they have to pay assessments to other commissions.

***Those not currently paying assessments:*** Of the almost half of the survey respondents who do not currently pay commission assessments, only 23% support forming a commission that would include mandatory assessment of their organic products.

There is a significant difference in the profile of organic producers who currently pay assessments compared to those producers who do not.

| **Of those respondents who currently:** | |
|---|---|
| **Pay assessments…** | **Do not pay assessments…** |
| 80% grow tree fruit | 60% grow vegetables |
| 85% grow only one organic commodity | 55% grow only one organic commodity |
| 60% are 100% organic | 91% are 100% organic |
| 77% wholesale their entire organic crop (only 6% direct market only). | 28% wholesale their entire organic crop (42% direct market only) |

**General Support for Formation of an Organic Commission**
- 38% of the respondents do not support the formation of any organic commission.
- 62% support forming an organic commission.

Of those supporting a commission:
33% prefer separate commissions for individual commodities.
47% prefer a single, generic commission.
19% have no preference.

**Summary**
There is a fair amount of support for forming an organic commission, however, most producers are opposed to establishing an organic commission if they have to pay existing commission assessments in addition to organic commission assessments.

Interest in a commission differs based on what a grower produces and how the grower markets.
- Support for forming an organic commission is strongest among apple growers who are 100% organic and wholesale their crop.
- Most organic producers with diverse operations centered on vegetables, who are 100% organic and who direct market their products oppose the formation of an organic commodity commission.

Generally speaking, those who currently pay assessments to a commission (primarily tree fruit growers who wholesale) appear highly interested in redirecting their assessments to an organic commission. Those who do not currently pay assessments to a commission (primarily mixed vegetable growers who direct market) are not interest in forming or paying assessment to an organic commission.

# Organic Producer Survey
**August 2002**

## General Information
Under legislation enacted in March 2002, the Washington State Department of Agriculture (WSDA) was directed to assist in evaluating issues related to the possible formation of an organic commodity commission. As part of its efforts to carry out this mandate, WSDA contracted with the Washington Agricultural Statistics Service (WASS) to conduct a survey of all certified organic producers in Washington to determine producer interest in establishing an organic commodity commission.

## Background
With some specific exceptions, state law requires producers to be certified by WSDA to be able to sell their products as organic. As of December 31, 2001, WSDA's certified producer list included 533 growers with 32,673 acres of certified organic production and 4,699 acres in transition to organic for a total acreage in the program of 37,372 acres. The distribution of producers and acres is widespread with 35 of the state's 39 counties represented.

Table 1 provides a breakout of producers and acres by county as of December 31, 2001 for Washington organic producers certified by WSDA.

Some organic producers are currently members of commissions, especially the Apple Commission, the Fruit Commission, and the Tree Fruit Research Commission, and pay assessments to these existing commissions. Other producers do not belong to a commission and may not be familiar with commissions and their activities and operations.

## Population and Sample
The population for this survey was the list of producers certified by the WSDA Organic Food Program. The sample was the entire population, which was 535 as of the mailing date. Name and address labels were printed from the Organic Food Program database by WSDA.

## Questionnaire Design
The two-page questionnaire designed for this survey was unique. Descriptive information was obtained on the face page that defined the crops or livestock grown by each producer by certified organic, transition, non-organic, and total. This data classified the operation into one or more commodity groups for summarization. Information on whether the organic crop was sold direct or wholesale was also requested. This was helpful to further classify operations. The information collected on the back page of the questionnaire asked producers about the scope of activities of an organic commodity commission and about their level of support for formation of an organic commission.

The questionnaire was designed as a mail questionnaire. This limited the number of questions but also provided ample space for the respondents to enter comments. There were four sections of questions:

(1) Three possible commission activities were pre-listed with the opportunity to specify any other activity. Respondents were to indicate support, do not support, or no opinion for each activity.
(2) A two-part question, one part for respondents that currently pay assessments to a commission and another part for respondents that do not currently pay assessments to a commission. The question focused on support for forming a commission as it related to paying mandatory assessments. Respondents were provided with a range of five levels of opinions ranging from “strongly disagree" to “strongly agree.”
(3) A “Yes or No” question on whether they supported the formation of an organic commission. If producers supported formation of a commission, they were asked whether they had a preference for separate commissions for individual organic commodities or a generic commission for all organic products.
(4) A section for comments on the survey or their ideas about an organic commission.

**Data Collection**

Data collection was completed by both mail and phone. Questionnaires were mailed on Friday, April 5 to the 535 operations currently on the WSDA Organic Food program’s producer list. The first questionnaires were returned Wednesday, April 10. By Monday, April 22, 152 questionnaires (28%) had been returned by mail. The phone phase of the survey started April 22 and was conducted primarily after 5pm with follow-up calls by appointment during the day through May 6. There were 22 operations contacted by e-mail as a last attempt to obtain responses. Data collection was closed May 17. Response for the survey was excellent. The combined mail, e-mail and phone response resulted in 420 reports summarized.

The total summarized reports for the survey was 420 reports, which is 83% of the total effective population of organic producers.

**Summary of Responses**

| Response Type | Number of Reports | Percent of Total |
|---|---|---|
| **Population** | **535** | |
| Sold Farm | 8 | |
| No longer organic | 16 | |
| Out of Scope (not a Washington farm) | 3 | |
| **Effective Population** | **508** | **100%** |
| Refusal | 12 | 2.4% |
| Late | 5 | 0.9% |
| No Response | 71 | 14.0% |
| **Completed** | **420** | **82.7%** |

**Edit and Summarization**

Individual questionnaires were manually edited and coded before entering the data in the computer. Comments were reviewed and sanitized to remove personal names. The questionnaires were assigned an identification number as they were received. When the phone phase started, all remaining respondents were assigned a number along with the associated county the operation was registered in the Organic Program.

All data were machine edited to verify the data. Logical tests were conducted to verify that the sum of the acres was equal to the total, and the sum of the percentages for direct and wholesale markets were equal to 100 percent. Data was summarized with SAS to obtain frequency counts and sum of each item. Cross tabulations were made by commodity and the various items, such as 100% organic or a combination of organic and non-organic, diversity (only one commodity or more than one commodity) and marketing (all direct sales, all wholesale or a mixture of both direct and wholesale).

Note to data users: The raw data from the survey are shown as reported. However, for a survey designed like this one, an indication is not stable with less than 25 reports and becomes more stable with larger samples. Due to this feature, some groups were consolidated. For example, in Question 3 (opinions about different options for a commission), “strongly disagree” is consolidated with “disagree” and “strongly agree” with “agree” to make the comparison more stable. The number of reports summarized for apples was 174 compared with grapes with 40 reports, so the indication for apples is considered more stable than that for grapes. Producers with organic livestock were considered as one group as, though they included a very broad spectrum from dairy cows to hogs to sheep to laying hens, they totaled only 33.

The questionnaire was summarized as reported. Some operations did not respond to all of the questions. For example, there were 420 reports tabulated for the face page and only 348 responded to the question about support for a commission to conduct research (cell 201)

**Response rate by question, selected**

| | **Number responding** | **Percent responding** |
|---|---|---|
| Commission Activity | | |
| Research (201) | 348 | 83% |
| Export/Wholesale Promotion (202) | 354 | 84% |
| Consumer promotion (203) | 363 | 86% |
| Support for forming commission (401) | 405 | 96% |

**Comments**

A high percentage of the respondents provided comments. Of the 420 respondents, 266 (63%) provided comments. Comments from the questionnaire are presented in the back part of the report. A total of 39 respondents specified an “other” commission activity they supported. The specified activities are presented first in the “Comments” section. All other comments are in random order either as received or according to the randomly assigned Identification Number. Comments have been edited to present the idea of the respondent and maintain the confidentiality of the respondent.

## Survey Results

### Profile of Respondents

Of the 420 operations responding to the survey, 387 operations were organic crop operations, 11 operations were organic livestock operations, and 22 were mixed crop/livestock operations.

Table 1 summarizes response to the survey by county and acreage. The coverage of the survey was excellent and represented all counties with certified organic producers. The coverage of the survey acreage is slightly less than the percent of growers responding, indicating a higher response rate from producers with smaller operations. Compared to the December 31, 2001 demographic, the percent of acreage represented by the survey is 58% and the percent of growers represented is 78%.

Table 2 and 3 summarize response to the survey by organic crop producers by commodity. To be included in the survey, a respondent had to have acreage or livestock in the organic or transition to organic program. Producers reporting commodities in which they had only non-organic acreage or livestock were not included in the summary for that commodity. Data cells with less than 3 reports are not shown to avoid the possibility of disclosing individual operations. A significant number of organic apple, stone fruit, potato and field crop growers reported a significant amount of non-organic production of those commodities.

Please note: Throughout the rest of the presentation of results, breakouts by commodity are only provided for those commodities with sufficient numbers to provide meaningful data. This includes breakouts of response by producers of apples, pears, stone fruit, grapes, berries, vegetables and livestock but not potatoes, field crops, herbs and seeds, hay and other crops.

### More Detailed Profile

A more detailed profile of operations is revealed by reviewing descriptive information provided by the 405 respondents who responded to Question 4. (Percentages do not add up to 100% as not all 405 respondents provided all requested descriptive information.)

***Crops Grown***

(Percentages add up to more than 100% as some producers produce more than one organic commodity)

- 216 (53%) grow organic tree fruit, including 169 who grow apples, 86 who grow pears and 69 who grow stone fruit
- 120 (30%) grow organic vegetables
- 54 (13%) grow organic berries
- 38 (9%) grow organic grapes
- 33 (8%) raise organic livestock

***% Organic***

- 291 (72%) are 100% organic, including 107 (89%) of 120 vegetable growers and 106 (63%) of 169 apple growers
- 103 (25%) have mixed organic/non-organic operations

***Diversity***

- 289 (71%) producers grow only one crop
- 105 (25%) producers grow more than one crop

***Marketing***

- 188 (46%) wholesale only
- 80 (20%) direct market only
- 79 (20%) both wholesale and direct market

**Supported Commission Activities**

Question 2 presented three commission activities plus an "other (specify)" with space to respond if the grower (1) supported the activity, (2) did not support the activity or (3) had no opinion. Tables 4, 5 and 6 provide detailed information on responses to the three presented commission activities.

***Table 4 – Research***

Overall, 64% of those responding support research relating to organic food production as an activity of an organic commodity commission. Livestock, berry and vegetable operations had a higher percentage (73%-79%) supporting research, while grape producers had the lowest (44%). Direct sales operations (77%) supported research more than wholesale only operations (59%).

***Table 5 - Generic Promotion to Export or Wholesale Markets***

Overall, 55% of all respondents support this activity, with tree fruit producers (65%) most supportive A high percentage of berry and vegetable growers were opposed to generic promotion for export and wholesale markets (59% and 49% opposed respectively). Operations with both organic and non-organic commodities support this activity more than the 100% organic producers (66% vs. 50%). The single commodity producers support the activity more than the multiple commodity producers do (60% vs. 39%). Wholesale operations support this more than direct marketers and those who both wholesale and direct market do (66% vs. 29% vs. 51%).

***Table 6 - Generic Promotion to Consumers***

Most respondents (70%) support this activity. Grape growers support this activity less than others (54%). Otherwise, there was no significant difference by commodity, % organic, marketing or diversity.

***Other Activities***

Respondents were asked to specify any other activity that should be considered by a commission. A total of 39 respondents specified another activity. Fourteen (14) specified activities related to grower and/or public education, 8 specified activities related to marketing or market creation, and three specified activities related to research. The individual comments for the "specify" response are in the "Comments" section of this report.

**Support for forming an organic commission related to paying assessments**

Some organic producers currently pay assessments to existing commodity commissions, while others do not. Tables 7 and 8 present response data from producers who currently pay assessments; Table 9 presents response data from producers who do not currently pay assessments.

***Those currently paying assessments***
About half of the respondents currently pay commission assessments. For these producers, the survey attempted to determine how support for establishing an organic commission related to whether or not producers would still pay assessments to existing commissions.

Table 7 shows that 69% of the operations, representing 75% of the acreage, support establishing an organic commission if they do NOT have to pay assessments to other commissions. Table 8 shows that only 29% of the growers representing 45% of the acreage support establishing an organic commission if they have to pay assessments to other commissions. The responses to these two statements mirror each other.

There was no significant difference in response by commodity, % organic, marketing or diversity.

***Those not currently paying assessments***
Almost half of the survey respondents (190) indicated they do not currently pay commission assessments. Overall, only 23% of these producers, representing 27% of the acreage, support forming a commission that would include mandatory assessment of their organic products.

Here, too, there was no significant difference in response by commodity, % organic, marketing or diversity.

There is however a significant difference in the profile of organic producers who currently pay assessments to a commission as compared to those producers who do not currently pay assessments.

Of those respondents who currently pay assessments, 80% grow tree fruit, they represent about 50% of the respondents but about 70% of the acreage, 85% grow one organic commodity, 60% are 100% organic, and 77% wholesale their entire organic crop (only 6% direct market only).

Of those respondents who do not currently pay assessments, 60% grow vegetables, they represent about 50% of the respondents but only about 30% of the acreage, 55% grow only one organic commodity, 91% are 100% organic and only 28% wholesale their entire organic crop (42% direct market only).

### General Support for Formation of an Organic Commission
Table 10 presents the responses to the main question of the survey: whether a producer supported the formation of an organic commission or not. About 38% of the respondents indicate they do NOT support the formation of any organic commission. For the 62% that express support for an organic commission, about 33% prefer separate commissions for individual commodities, while 47% prefer a single, generic commission and 19% indicate they have no preference.

It’s important to keep in mind that a large number of producers indicated through their response to Question 3 and in their written comments that their support for forming a commission was conditioned on not paying assessments to other commissions.

By commodity, the highest support is among stone fruit growers (74% support by number, 80% by acreage). The lowest support is among grape growers (53% support by number, 46% by acreage) and berry growers (56% support by number, 65% by acreage).

Of those who support forming a commission, direct marketers strongly prefer a generic commission while those who wholesale their entire organic crop are almost equally divided in their preference between a generic commission and separate commissions for individual commodities.

By commodity, vegetable, grape and berry growers strongly prefer a generic commission to separate commissions. Tree fruit growers were equally split between the two options.

**Comments**

Comments are very valuable and provide additional information beyond the survey numbers. A high percentage of the respondents provided comments. Of the 420 respondents, 266 (63%) provided comments. There is no summarization of the comments. They can be read in their entirety in the “Comments” section of this report. Many of the comments expressed concern that there was not enough information provided to make a decision on support or non-support of forming an organic foods commission.

**Summary**

There is a fair amount of support for forming an organic commission, however, most producers are opposed to establishing an organic commission if they have to pay existing commission assessments in addition to organic commission assessments.

Interest in a commission differs based on what a grower produces and how the grower markets.

- Support for forming an organic commission is strongest among apple growers who are 100% organic and wholesale their crop.
- Most organic producers with diverse operations centered on vegetables, who are 100% organic and who direct market their products oppose the formation of an organic commodity commission.

Generally speaking, those who currently pay assessments to a commission (primarily tree fruit growers who wholesale) appear highly interested in redirecting their assessments to an organic commission. Those who do not currently pay assessments to a commission (primarily mixed vegetable growers who direct market) are not interest in forming or paying assessment to an organic commission.

### Table 1: Population of Organic Producers and Response

| County | | Base Data on Website for All Growers | | | | Raw Data Reported: Organic & Transition | | Raw Data Reported: All Reports (Incl Lvstk) |
|---|---|---|---|---|---|---|---|---|
| | | Growers | Organic | Transition | Total | Growers | Total | |
| | | (Number) | (Acres) | (Acres) | (Acres) | (Number) | (Acres) | (Number) |
| Clallam | 9 | 11 | 176.20 | 98.00 | 274.20 | 10 | 130.2 | 10 |
| Clark | 11 | 10 | 267.60 | 9.00 | 276.60 | 8 | 172.0 | 8 |
| Cowlitz | 15 | 1 | 8.00 | 0.00 | 8.00 | 1 | | 1 |
| Grays Harbor | 27 | 4 | 681.00 | 0.00 | 681.00 | 4 | | 4 |
| Island | 29 | 7 | 225.50 | 2.50 | 228.00 | 5 | 22.2 | 5 |
| Jefferson | 31 | 10 | 622.00 | 0.00 | 622.00 | 7 | 62.8 | 9 |
| King | 33 | 21 | 408.20 | 1.00 | 409.20 | 19 | 141.7 | 19 |
| Kitsap | 35 | 6 | 57.50 | 0.00 | 57.50 | 5 | 28.0 | 5 |
| Lewis | 41 | 6 | 514.30 | 49.30 | 563.60 | 3 | | 4 |
| Mason | 45 | 3 | 33.00 | 0.00 | 33.00 | 1 | | 1 |
| Pacific | 49 | 3 | 11.30 | 0.00 | 11.30 | 3 | | 3 |
| Pierce | 53 | 6 | 131.38 | 2.00 | 133.38 | 5 | 63.8 | 6 |
| San Juan | 55 | 11 | 727.00 | 0.00 | 727.00 | 8 | 120.5 | 9 |
| Skagit | 57 | 21 | 1,338.50 | 88.00 | 1,426.50 | 15 | 696.2 | 17 |
| Skamania | 59 | 3 | 6.00 | 64.90 | 70.90 | 2 | | 2 |
| Snohomish | 61 | 16 | 578.40 | 18.50 | 596.90 | 10 | 131.8 | 12 |
| Thurston | 67 | 11 | 296.40 | 0.00 | 296.40 | 7 | 91.5 | 8 |
| Wahkiakum | 69 | 2 | 12.50 | 0.00 | 12.50 | 2 | | 2 |
| Whatcom | 73 | 17 | 425.90 | 0.00 | 425.90 | 16 | 403.9 | 17 |
| **Western 10** | **999** | 169 | 6,520.68 | 333.20 | 6,853.88 | 131 | 2,405.5 | 142 |
| Benton | 5 | 21 | 3,083.60 | 168.00 | 3,251.60 | 17 | 1,895.3 | 17 |
| Chelan | 7 | 50 | 1,168.10 | 538.60 | 1,706.70 | 45 | 1,256.5 | 45 |
| Kittitas | 37 | 2 | 67.00 | 0.00 | 67.00 | 2 | | 2 |
| Klickitat | 39 | 12 | 622.00 | 0.00 | 622.00 | 3 | | 3 |
| Okanogan | 47 | 51 | 3,002.40 | 494.50 | 3,496.90 | 43 | 1,932.9 | 43 |
| Yakima | 77 | 90 | 3,387.70 | 1,011.00 | 4,398.70 | 75 | 3,245.4 | 75 |
| **Central 20** | **999** | 226 | 11,330.80 | 2,212.10 | 13,542.90 | 185 | 8,551.9 | 185 |
| Ferry | 19 | 0 | | | 0.00 | | | |
| Pend Oreille | 51 | 0 | | | 0.00 | | | |
| Spokane | 63 | 2 | 21.20 | | 21.20 | 2 | | 2 |
| Stevens | 65 | 23 | 2,033.60 | 0.50 | 2,034.10 | 19 | 951.9 | 19 |
| **Northeast 30** | **999** | 25 | 2,054.80 | 0.50 | 2,055.30 | 21 | 968.4 | 21 |
| Adams | 1 | 2 | 626.00 | 0.00 | 626.00 | 2 | | 2 |
| Douglas | 17 | 26 | 2,288.90 | 234.00 | 2,522.90 | 17 | 837.6 | 17 |
| Franklin | 21 | 8 | 658.00 | 524.00 | 1,182.00 | 4 | | 4 |
| Grant | 25 | 60 | 7,149.20 | 1,356.40 | 8,505.60 | 39 | 7,049.0 | 39 |
| Lincoln | 43 | 4 | 808.00 | 0.00 | 808.00 | 1 | | 1 |
| **East Central 50** | **999** | 100 | 11,530.10 | 2,114.40 | 13,644.50 | 63 | 9,245.6 | 63 |
| Asotin | 3 | 2 | 2.25 | 2.00 | 4.25 | 1 | | 1 |
| Columbia | 13 | 0 | | | 0.00 | | | |
| Garfield | 23 | 0 | | | 0.00 | | | |
| Walla Walla | 71 | 8 | 531.50 | 37.00 | 568.50 | 7 | 516.0 | 7 |
| Whitman | 75 | 3 | 702.90 | 0.00 | 702.90 | 1 | | 1 |
| **Southeast 90** | **999** | 13 | 1,236.65 | 39.00 | 1,275.65 | 9 | 525.9 | 9 |
| State Total 99 | 999 | 533 | 32,673.03 | 4,699.20 | 37,372.23 | 409 | 21,697.3 | 420 |

*Raw data not shown for counties with less than5 reports.*

## Table 2: Analysis of Organic Raw Data - Reports

| Commodity | Positive Reports Tabulated - Number of Reports | | | |
|---|---|---|---|---|
| | Organic | Transition | Non-Organic | Total |
| Apples | 159 | 35 | 53 | 174 |
| Pears | 86 | 14 | 22 | 71 |
| Stone Fruit | 65 | 9 | 12 | 41 |
| Tree Fruit | 209 | 51 | 9 | 224 |
| Grapes | 39 | 7 | 8 | 40 |
| Berries | 55 | | | |
| Potatoes | 28 | | 4 | |
| Vegetables | 125 | 5 | 7 | 126 |
| Field Crops | 18 | | 4 | |
| Herbs, Seeds | 43 | - | | |
| Hay | 23 | 3 | - | 25 |
| Other | 38 | - | 3 | 38 |
| **Total Crops** | **390** | **67** | **107** | **409** |

*Data not shown for shaded cells (less than 3 reports).*

## Table 3: Analysis of Organic Raw Data - Acres

| Commodity | Positive Reports Tabulated - Acres | | | |
|---|---|---|---|---|
| | Organic | Transition | Non-Organic | Total |
| Apples | 5,923.9 | 1,033.8 | 10,608.1 | 17,565.8 |
| Pears | 1,573.1 | 122.1 | 688.0 | 2,383.2 |
| Stone Fruit | 536.4 | 93.5 | 1,338.5 | 1,964.8 |
| Tree Fruit | 8,033.4 | 1,249.4 | 13,396.6 | 22,679.4 |
| Grapes | 1,041.1 | 223.0 | 661.0 | 1,925.1 |
| Berries | 249.8 | | | |
| Potatoes | 638.5 | | 2,750.0 | |
| Vegetables | 4,701.3 | 1,707.0 | 901.0 | 7,309.3 |
| Field Crops | 1,293.7 | | 4,707.0 | |
| Herbs, Seeds | 492.6 | - | | |
| Hay | 1,282.0 | 289.0 | - | 1,571.0 |
| Other | 406.5 | - | 375.3 | 781.8 |
| **Total Crops** | **18,138.9** | **3,558.4** | **28,109.1** | **49,806.4** |

*Data not shown for shaded cells (less than 3 reports).*

## Table 4: Commission Activity: Cell 201 Research Relating to Organic Food Production

| Group | Number of Reports | | | | Percent of Total | | | |
|---|---|---|---|---|---|---|---|---|
| | Support | Do Not Support | No Opinion | Total | Support | Do Not Support | No Opinion | Total |
| All Reports | 224 | 72 | 52 | 348 | 64.4% | 20.7% | 14.9% | 100.0% |
| Crops | 219 | 71 | 51 | 341 | 64.2% | 20.8% | 15.0% | 100.0% |
| Apples | 91 | 31 | 20 | 142 | 64.1% | 21.8% | 14.1% | 100.0% |
| Pears | 48 | 17 | 11 | 76 | 63.2% | 22.4% | 14.5% | 100.0% |
| Stone Fruit | 37 | 10 | 9 | 56 | 66.1% | 17.9% | 16.1% | 100.0% |
| Tree Fruit | 116 | 42 | 25 | 183 | 63.4% | 23.0% | 13.7% | 100.0% |
| Grapes | 15 | 9 | 10 | 34 | 44.1% | 26.5% | 29.4% | 100.0% |
| Berries | 38 | 8 | 6 | 52 | 73.1% | 15.4% | 11.5% | 100.0% |
| Vegetables | 80 | 18 | 11 | 109 | 73.4% | 16.5% | 10.1% | 100.0% |
| Livestock | 23 | 2 | 4 | 29 | 79.3% | 6.9% | 13.8% | 100.0% |
| **100% Organic:** | | | | | | | | |
| Crops | 166 | 49 | 38 | 253 | 65.6% | 19.4% | 15.0% | 100.0% |
| Apples | 64 | 14 | 13 | 91 | 70.3% | 15.4% | 14.3% | 100.0% |
| Pears | 31 | 11 | 8 | 50 | 62.0% | 22.0% | 16.0% | 100.0% |
| Stone Fruit | 31 | 6 | 4 | 41 | 75.6% | 14.6% | 9.8% | 100.0% |
| Tree Fruit | 80 | 24 | 17 | 121 | 66.1% | 19.8% | 14.0% | 100.0% |
| Grapes | 12 | 6 | 5 | 23 | 52.2% | 26.1% | 21.7% | 100.0% |
| Berries | 32 | 8 | 4 | 44 | 72.7% | 18.2% | 9.1% | 100.0% |
| Vegetables | 68 | 16 | 11 | 95 | 71.6% | 16.8% | 11.6% | 100.0% |
| **Split Organic/Non-Org.** | | | | | | | | |
| Crops | 53 | 22 | 13 | 88 | 60.2% | 25.0% | 14.8% | 100.0% |
| Apples | 27 | 17 | 7 | 51 | 52.9% | 33.3% | 13.7% | 100.0% |
| Pears | 17 | 6 | 3 | 26 | 65.4% | 23.1% | 11.5% | 100.0% |
| Stone Fruit | 6 | 4 | 5 | 15 | 40.0% | 26.7% | 33.3% | 100.0% |
| Tree Fruit | 36 | 18 | 8 | 62 | 58.1% | 29.0% | 12.9% | 100.0% |
| Grapes | 3 | 3 | 5 | 11 | 27.3% | 27.3% | 45.5% | 100.0% |
| Berries | 6 | - | 2 | 8 | 75.0% | 0.0% | 25.0% | 100.0% |
| Vegetables | 12 | 2 | - | 14 | 85.7% | 14.3% | 0.0% | 100.0% |
| **Diversity/Only One Comm.** | | | | | | | | |
| Crops | 151 | 54 | 37 | 242 | 62.4% | 22.3% | 15.3% | 100.0% |
| Apples | 71 | 27 | 12 | 110 | 64.5% | 24.5% | 10.9% | 100.0% |
| Pears | 40 | 15 | 9 | 64 | 62.5% | 23.4% | 14.1% | 100.0% |
| Stone Fruit | 26 | 8 | 6 | 40 | 65.0% | 20.0% | 15.0% | 100.0% |
| Tree Fruit | 91 | 35 | 15 | 141 | 64.5% | 24.8% | 10.6% | 100.0% |
| Grapes | 5 | 5 | 5 | 15 | 33.3% | 33.3% | 33.3% | 100.0% |
| Berries | 5 | 2 | 3 | 10 | 50.0% | 20.0% | 30.0% | 100.0% |
| Vegetables | 28 | 6 | 5 | 39 | 71.8% | 15.4% | 12.8% | 100.0% |
| **More than One Comm.** | | | | | | | | |
| Crops | 68 | 17 | 14 | 99 | 68.7% | 17.2% | 14.1% | 100.0% |
| Apples | 20 | 4 | 8 | 32 | 62.5% | 12.5% | 25.0% | 100.0% |
| Pears | 8 | 2 | 4 | 14 | 57.1% | 14.3% | 28.6% | 100.0% |
| Stone Fruit | 11 | 2 | 3 | 16 | 68.8% | 12.5% | 18.8% | 100.0% |
| Tree Fruit | 25 | 7 | 10 | 42 | 59.5% | 16.7% | 23.8% | 100.0% |
| Grapes | 9 | 4 | 5 | 18 | 50.0% | 22.2% | 27.8% | 100.0% |
| Berries | 33 | 6 | 3 | 42 | 78.6% | 14.3% | 7.1% | 100.0% |
| Vegetables | 52 | 12 | 6 | 70 | 74.3% | 17.1% | 8.6% | 100.0% |
| **Marketing/Direct Sales** | | | | | | | | |
| Crops | 56 | 8 | 9 | 73 | 76.7% | 11.0% | 12.3% | 100.0% |
| Apples | 15 | 0 | 1 | 16 | 93.8% | 0.0% | 6.3% | 100.0% |
| Pears | 9 | 1 | 0 | 10 | 90.0% | 10.0% | 0.0% | 100.0% |
| Stone Fruit | 7 | 1 | 0 | 8 | 87.5% | 12.5% | 0.0% | 100.0% |
| Tree Fruit | 19 | 2 | 1 | 22 | 86.4% | 9.1% | 4.5% | 100.0% |
| Grapes | 6 | 0 | 1 | 7 | 85.7% | 0.0% | 14.3% | 100.0% |
| Berries | 26 | 2 | 1 | 29 | 89.7% | 6.9% | 3.4% | 100.0% |
| Vegetables | 37 | 5 | 5 | 47 | 78.7% | 10.6% | 10.6% | 100.0% |
| **Wholesale** | | | | | | | | 100.0% |
| Crops | 91 | 37 | 26 | 154 | 59.1% | 24.0% | 16.9% | 100.0% |
| Apples | 56 | 23 | 12 | 91 | 61.5% | 25.3% | 13.2% | 100.0% |
| Pears | 26 | 13 | 0 | 39 | 66.7% | 33.3% | 0.0% | 100.0% |
| Stone Fruit | 17 | 7 | | 24 | 70.8% | 29.2% | 0.0% | 100.0% |
| Tree Fruit | 68 | 27 | 15 | 110 | 61.8% | 24.5% | 13.6% | 100.0% |
| Grapes | 3 | 4 | 5 | 12 | 25.0% | 33.3% | 41.7% | 100.0% |
| Berries | 2 | 1 | 2 | 5 | 40.0% | 20.0% | 40.0% | 100.0% |
| Vegetables | 10 | 5 | 1 | 16 | 62.5% | 31.3% | 6.3% | 100.0% |
| **Direct and Wholesale** | | | | | | | | |
| Crops | 49 | 16 | 9 | 74 | 66.2% | 21.6% | 12.2% | 100.0% |
| Apples | 10 | 5 | 4 | 19 | 52.6% | 26.3% | 21.1% | 100.0% |
| Pears | 6 | 3 | 3 | 12 | 50.0% | 25.0% | 25.0% | 100.0% |
| Stone Fruit | 8 | 2 | 2 | 12 | 66.7% | 16.7% | 16.7% | 100.0% |
| Tree Fruit | 14 | 9 | 6 | 29 | 48.3% | 31.0% | 20.7% | 100.0% |
| Grapes | 4 | 3 | 1 | 8 | 50.0% | 37.5% | 12.5% | 100.0% |
| Berries | 10 | 3 | 3 | 16 | 62.5% | 18.8% | 18.8% | 100.0% |
| Vegetables | 25 | 7 | 4 | 36 | 69.4% | 19.4% | 11.1% | 100.0% |

## Table 5: Commission Activity: Cell 202 Generic Promotion - Export/Wholesale Markets

| Group | Number of Reports | | | | Percent of Total | | | |
|---|---|---|---|---|---|---|---|---|
| | Support | Do Not Support | No Opinion | Total | Support | Do Not Support | No Opinion | Total |
| All Reports | 194 | 100 | 60 | 354 | 54.8% | 28.2% | 16.9% | 100.0% |
| Crops | 189 | 100 | 59 | 348 | 54.3% | 28.7% | 17.0% | 100.0% |
| Apples | 96 | 35 | 16 | 147 | 65.3% | 23.8% | 10.9% | 100.0% |
| Pears | 48 | 19 | 8 | 75 | 64.0% | 25.3% | 10.7% | 100.0% |
| Stone Fruit | 39 | 12 | 9 | 60 | 65.0% | 20.0% | 15.0% | 100.0% |
| Tree Fruit | 121 | 42 | 24 | 187 | 64.7% | 22.5% | 12.8% | 100.0% |
| Grapes | 17 | 10 | 7 | 34 | 50.0% | 29.4% | 20.6% | 100.0% |
| Berries | 13 | 21 | 11 | 45 | 28.9% | 46.7% | 24.4% | 100.0% |
| Vegetables | 35 | 50 | 26 | 111 | 31.5% | 45.0% | 23.4% | 100.0% |
| Livestock | 11 | 10 | 4 | 25 | 44.0% | 40.0% | 16.0% | 100.0% |
| **100% Organic:** | | | | | | | | |
| Crops | 128 | 77 | 50 | 255 | 50.2% | 30.2% | 19.6% | 100.0% |
| Apples | 56 | 22 | 12 | 90 | 62.2% | 24.4% | 13.3% | 100.0% |
| Pears | 28 | 14 | 7 | 49 | 57.1% | 28.6% | 14.3% | 100.0% |
| Stone Fruit | 27 | 9 | 6 | 42 | 64.3% | 21.4% | 14.3% | 100.0% |
| Tree Fruit | 73 | 28 | 17 | 118 | 61.9% | 23.7% | 14.4% | 100.0% |
| Grapes | 11 | 6 | 5 | 22 | 50.0% | 27.3% | 22.7% | 100.0% |
| Berries | 9 | 19 | 10 | 38 | 23.7% | 50.0% | 26.3% | 100.0% |
| Vegetables | 28 | 45 | 25 | 98 | 28.6% | 45.9% | 25.5% | 100.0% |
| **Split Organic/Non-Org.** | | | | | | | | |
| Crops | 61 | 23 | 9 | 93 | 65.6% | 24.7% | 9.7% | 100.0% |
| Apples | 40 | 13 | 4 | 57 | 70.2% | 22.8% | 7.0% | 100.0% |
| Pears | 20 | 5 | 2 | 27 | 74.1% | 18.5% | 7.4% | 100.0% |
| Stone Fruit | 12 | 3 | 3 | 18 | 66.7% | 16.7% | 16.7% | 100.0% |
| Tree Fruit | 48 | 14 | 7 | 69 | 69.6% | 20.3% | 10.1% | 100.0% |
| Grapes | 6 | 4 | 2 | 12 | 50.0% | 33.3% | 16.7% | 100.0% |
| Berries | 4 | 2 | 1 | 7 | 57.1% | 28.6% | 14.3% | 100.0% |
| Vegetables | 7 | 5 | 1 | 13 | 53.8% | 38.5% | 7.7% | 100.0% |
| **Diversity/Only One Comm.** | | | | | | | | |
| Crops | 152 | 62 | 38 | 252 | 60.3% | 24.6% | 15.1% | 100.0% |
| Apples | 81 | 24 | 10 | 115 | 70.4% | 20.9% | 8.7% | 100.0% |
| Pears | 45 | 13 | 7 | 65 | 69.2% | 20.0% | 10.8% | 100.0% |
| Stone Fruit | 30 | 7 | 7 | 44 | 68.2% | 15.9% | 15.9% | 100.0% |
| Tree Fruit | 105 | 27 | 16 | 148 | 70.9% | 18.2% | 10.8% | 100.0% |
| Grapes | 8 | 5 | 1 | 14 | 57.1% | 35.7% | 7.1% | 100.0% |
| Berries | 6 | 0 | 3 | 9 | 66.7% | 0.0% | 33.3% | 100.0% |
| Vegetables | 15 | 17 | 12 | 44 | 34.1% | 38.6% | 27.3% | 100.0% |
| **More than One Comm.** | | | | | | | | |
| Crops | 37 | 38 | 21 | 96 | 38.5% | 39.6% | 21.9% | 100.0% |
| Apples | 15 | 11 | 6 | 32 | 46.9% | 34.4% | 18.8% | 100.0% |
| Pears | 3 | 6 | 2 | 11 | 27.3% | 54.5% | 18.2% | 100.0% |
| Stone Fruit | 9 | 5 | 2 | 16 | 56.3% | 31.3% | 12.5% | 100.0% |
| Tree Fruit | 16 | 15 | 8 | 39 | 41.0% | 38.5% | 20.5% | 100.0% |
| Grapes | 9 | 5 | 6 | 20 | 45.0% | 25.0% | 30.0% | 100.0% |
| Berries | 7 | 21 | 8 | 36 | 19.4% | 58.3% | 22.2% | 100.0% |
| Vegetables | 20 | 33 | 14 | 67 | 29.9% | 49.3% | 20.9% | 100.0% |
| **Marketing/Direct Sales** | | | | | | | | |
| Crops | 22 | 31 | 22 | 75 | 29.3% | 41.3% | 29.3% | 100.0% |
| Apples | 7 | 5 | 3 | 15 | 46.7% | 33.3% | 20.0% | 100.0% |
| Pears | 4 | 4 | 1 | 9 | 44.4% | 44.4% | 11.1% | 100.0% |
| Stone Fruit | 3 | 3 | 2 | 8 | 37.5% | 37.5% | 25.0% | 100.0% |
| Tree Fruit | 8 | 8 | 4 | 20 | 40.0% | 40.0% | 20.0% | 100.0% |
| Grapes | 2 | 3 | 2 | 7 | 28.6% | 42.9% | 28.6% | 100.0% |
| Berries | 3 | 13 | 6 | 22 | 13.6% | 59.1% | 27.3% | 100.0% |
| Vegetables | 8 | 25 | 18 | 51 | 15.7% | 49.0% | 35.3% | 100.0% |
| **Wholesale** | | | | | | | | 100.0% |
| Crops | 114 | 30 | 21 | 165 | 69.1% | 18.2% | 12.7% | 100.0% |
| Apples | 72 | 19 | 8 | 99 | 72.7% | 19.2% | 8.1% | 100.0% |
| Pears | 35 | 9 | 6 | 50 | 70.0% | 18.0% | 12.0% | 100.0% |
| Stone Fruit | 26 | 5 | 4 | 35 | 74.3% | 14.3% | 11.4% | 100.0% |
| Tree Fruit | 90 | 19 | 12 | 121 | 74.4% | 15.7% | 9.9% | 100.0% |
| Grapes | 11 | 2 | 2 | 15 | 73.3% | 13.3% | 13.3% | 100.0% |
| Berries | 2 | 0 | 3 | 5 | 40.0% | 0.0% | 60.0% | 100.0% |
| Vegetables | 10 | 5 | 1 | 16 | 62.5% | 31.3% | 6.3% | 100.0% |
| **Direct and Wholesale** | | | | | | | | |
| Crops | 36 | 25 | 9 | 70 | 51.4% | 35.7% | 12.9% | 100.0% |
| Apples | 8 | 7 | 2 | 17 | 47.1% | 41.2% | 11.8% | 100.0% |
| Pears | 5 | 4 | 2 | 11 | 45.5% | 36.4% | 18.2% | 100.0% |
| Stone Fruit | 5 | 2 | 3 | 10 | 50.0% | 20.0% | 30.0% | 100.0% |
| Tree Fruit | 11 | 19 | 5 | 35 | 31.4% | 54.3% | 14.3% | 100.0% |
| Grapes | 3 | 3 | 1 | 7 | 42.9% | 42.9% | 14.3% | 100.0% |
| Berries | 5 | 5 | 1 | 11 | 45.5% | 45.5% | 9.1% | 100.0% |
| Vegetables | 13 | 15 | 5 | 33 | 39.4% | 45.5% | 15.2% | 100.0% |

## Table 6: Commission Activity: Cell 203 Generic Promotion - Consumer

| Group | Number of Reports | | | | Percent of Total | | | |
|---|---|---|---|---|---|---|---|---|
| | Support | Do Not Support | No Opinion | Total | Support | Do Not Support | No Opinion | Total |
| All Reports | 254 | 62 | 47 | 363 | 70.0% | 17.1% | 12.9% | 100.0% |
| Crops | 247 | 62 | 46 | 355 | 69.6% | 17.5% | 13.0% | 100.0% |
| Apples | 111 | 21 | 18 | 150 | 74.0% | 14.0% | 12.0% | 100.0% |
| Pears | 54 | 14 | 11 | 79 | 68.4% | 17.7% | 13.9% | 100.0% |
| Stone Fruit | 52 | 8 | 4 | 64 | 81.3% | 12.5% | 6.3% | 100.0% |
| Tree Fruit | 140 | 30 | 22 | 192 | 72.9% | 15.6% | 11.5% | 100.0% |
| Grapes | 19 | 7 | 9 | 35 | 54.3% | 20.0% | 25.7% | 100.0% |
| Berries | 33 | 8 | 8 | 49 | 67.3% | 16.3% | 16.3% | 100.0% |
| Vegetables | 77 | 20 | 15 | 112 | 68.8% | 17.9% | 13.4% | 100.0% |
| Livestock | 22 | 1 | 5 | 28 | 78.6% | 3.6% | 17.9% | 100.0% |
| **100% Organic:** | | | | | | | | |
| Crops | 183 | 41 | 37 | 261 | 70.1% | 15.7% | 14.2% | 100.0% |
| Apples | 70 | 10 | 13 | 93 | 75.3% | 10.8% | 14.0% | 100.0% |
| Pears | 36 | 7 | 8 | 51 | 70.6% | 13.7% | 15.7% | 100.0% |
| Stone Fruit | 38 | 4 | 3 | 45 | 84.4% | 8.9% | 6.7% | 100.0% |
| Tree Fruit | 92 | 15 | 16 | 123 | 74.8% | 12.2% | 13.0% | 100.0% |
| Grapes | 13 | 5 | 5 | 23 | 56.5% | 21.7% | 21.7% | 100.0% |
| Berries | 28 | 7 | 6 | 41 | 68.3% | 17.1% | 14.6% | 100.0% |
| Vegetables | 68 | 17 | 13 | 98 | 69.4% | 17.3% | 13.3% | 100.0% |
| **Split Organic/Non-Org.** | | | | | | | | |
| Crops | 64 | 21 | 9 | 94 | 68.1% | 22.3% | 9.6% | 100.0% |
| Apples | 41 | 11 | 5 | 57 | 71.9% | 19.3% | 8.8% | 100.0% |
| Pears | 18 | 7 | 3 | 28 | 64.3% | 25.0% | 10.7% | 100.0% |
| Stone Fruit | 14 | 4 | 1 | 19 | 73.7% | 21.1% | 5.3% | 100.0% |
| Tree Fruit | 48 | 15 | 6 | 69 | 69.6% | 21.7% | 8.7% | 100.0% |
| Grapes | 6 | 2 | 4 | 12 | 50.0% | 16.7% | 33.3% | 100.0% |
| Berries | 5 | 1 | 2 | 8 | 62.5% | 12.5% | 25.0% | 100.0% |
| Vegetables | 9 | 3 | 2 | 14 | 64.3% | 21.4% | 14.3% | 100.0% |
| **Diversity/Only One Comm.** | | | | | | | | |
| Crops | 181 | 44 | 31 | 256 | 70.7% | 17.2% | 12.1% | 100.0% |
| Apples | 89 | 18 | 9 | 116 | 76.7% | 15.5% | 7.8% | 100.0% |
| Pears | 49 | 12 | 7 | 68 | 72.1% | 17.6% | 10.3% | 100.0% |
| Stone Fruit | 33 | 6 | 3 | 42 | 78.6% | 14.3% | 7.1% | 100.0% |
| Tree Fruit | 114 | 24 | 12 | 150 | 76.0% | 16.0% | 8.0% | 100.0% |
| Grapes | 7 | 5 | 3 | 15 | 46.7% | 33.3% | 20.0% | 100.0% |
| Berries | 7 | 0 | 3 | 10 | 70.0% | 0.0% | 30.0% | 100.0% |
| Vegetables | 13 | 7 | 5 | 25 | 52.0% | 28.0% | 20.0% | 100.0% |
| **More than One Comm.** | | | | | | | | |
| Crops | 66 | 18 | 15 | 99 | 66.7% | 18.2% | 15.2% | 100.0% |
| Apples | 21 | 3 | 9 | 33 | 63.6% | 9.1% | 27.3% | 100.0% |
| Pears | 5 | 2 | 4 | 11 | 45.5% | 18.2% | 36.4% | 100.0% |
| Stone Fruit | 14 | 2 | 1 | 17 | 82.4% | 11.8% | 5.9% | 100.0% |
| Tree Fruit | 26 | 6 | 10 | 42 | 61.9% | 14.3% | 23.8% | 100.0% |
| Grapes | 12 | 2 | 6 | 20 | 60.0% | 10.0% | 30.0% | 100.0% |
| Berries | 26 | 8 | 5 | 39 | 66.7% | 20.5% | 12.8% | 100.0% |
| Vegetables | 46 | 13 | 10 | 69 | 66.7% | 18.8% | 14.5% | 100.0% |
| **Marketing/Direct Sales** | | | | | | | | |
| Crops | 50 | 10 | 13 | 73 | 68.5% | 13.7% | 17.8% | 100.0% |
| Apples | 12 | 0 | 4 | 16 | 75.0% | 0.0% | 25.0% | 100.0% |
| Pears | 6 | 1 | 2 | 9 | 66.7% | 11.1% | 22.2% | 100.0% |
| Stone Fruit | 6 | 1 | 1 | 8 | 75.0% | 12.5% | 12.5% | 100.0% |
| Tree Fruit | 15 | 2 | 4 | 21 | 71.4% | 9.5% | 19.0% | 100.0% |
| Grapes | 3 | 0 | 3 | 6 | 50.0% | 0.0% | 50.0% | 100.0% |
| Berries | 14 | 4 | 3 | 21 | 66.7% | 19.0% | 14.3% | 100.0% |
| Vegetables | 32 | 8 | 8 | 48 | 66.7% | 16.7% | 16.7% | 100.0% |
| **Wholesale** | | | | | | | | 100.0% |
| Crops | 114 | 33 | 18 | 165 | 69.1% | 20.0% | 10.9% | 100.0% |
| Apples | 76 | 16 | 7 | 99 | 76.8% | 16.2% | 7.1% | 100.0% |
| Pears | 33 | 11 | 6 | 50 | 66.0% | 22.0% | 12.0% | 100.0% |
| Stone Fruit | 29 | 5 | 2 | 36 | 80.6% | 13.9% | 5.6% | 100.0% |
| Tree Fruit | 90 | 20 | 10 | 120 | 75.0% | 16.7% | 8.3% | 100.0% |
| Grapes | 10 | 3 | 2 | 15 | 66.7% | 20.0% | 13.3% | 100.0% |
| Berries | 3 | 0 | 2 | 5 | 60.0% | 0.0% | 40.0% | 100.0% |
| Vegetables | 10 | 5 | 1 | 16 | 62.5% | 31.3% | 6.3% | 100.0% |
| **Direct and Wholesale** | | | | | | | | |
| Crops | 57 | 12 | 7 | 76 | 75.0% | 15.8% | 9.2% | 100.0% |
| Apples | 12 | 3 | 4 | 19 | 63.2% | 15.8% | 21.1% | 100.0% |
| Pears | 7 | 2 | 3 | 12 | 58.3% | 16.7% | 25.0% | 100.0% |
| Stone Fruit | 10 | 1 | 1 | 12 | 83.3% | 8.3% | 8.3% | 100.0% |
| Tree Fruit | 18 | 5 | 5 | 28 | 64.3% | 17.9% | 17.9% | 100.0% |
| Grapes | 5 | 3 | 1 | 9 | 55.6% | 33.3% | 11.1% | 100.0% |
| Berries | 10 | 3 | 2 | 15 | 66.7% | 20.0% | 13.3% | 100.0% |
| Vegetables | 27 | 6 | 4 | 37 | 73.0% | 16.2% | 10.8% | 100.0% |

For Respondents that are a member of a commission (cell 301=1)

## Table 7: Support establishing an organic commission if I do NOT have to pay assessments to other commissions.

| Group | Acreage Missing | Number of Reports (Acres) cell 302 | | | | | | Percent of Reports (Acres) cell 302 | | | | | | Pecent of Reports | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Disagree | Agree |
| **All Reports** | | 30 | 24 | 13 | 63 | 72 | 202 | 14.9% | 11.9% | 6.4% | 31.2% | 35.6% | 100.0% | 27.4% | 68.5% |
| Crops | | 30 | 24 | 12 | 61 | 70 | 197 | 15.2% | 12.2% | 6.1% | 31.0% | 35.5% | 100.0% | 27.4% | 66.5% |
| Apples | | 20 | 15 | 5 | 43 | 46 | 129 | 15.5% | 11.6% | 3.9% | 33.3% | 35.7% | 100.0% | 27.1% | 69.0% |
| Pears | | 9 | 4 | 2 | 22 | 28 | 65 | 13.8% | 6.2% | 3.1% | 33.8% | 43.1% | 100.0% | 20.0% | 76.9% |
| Stone Frt. | | 7 | 2 | 0 | 10 | 27 | 46 | 15.2% | 4.3% | 0.0% | 21.7% | 58.7% | 100.0% | 19.6% | 80.4% |
| Tree Fruit | | 23 | 18 | 7 | 52 | 60 | 160 | 14.4% | 11.3% | 4.4% | 32.5% | 37.5% | 100.0% | 25.6% | 70.0% |
| Grapes | | 6 | 3 | 3 | 2 | 6 | 20 | 30.0% | 15.0% | 15.0% | 10.0% | 30.0% | 100.0% | 45.0% | 40.0% |
| Berries | | 1 | 1 | 3 | 1 | 5 | 11 | 9.1% | 9.1% | 27.3% | 9.1% | 45.5% | 100.0% | 18.2% | 54.5% |
| Vegetables | | 4 | 2 | 0 | 5 | 3 | 14 | 28.6% | 14.3% | 0.0% | 35.7% | 21.4% | 100.0% | 42.9% | 57.1% |
| Livestock | | 0 | 0 | 1 | 3 | 2 | 6 | 0.0% | 0.0% | 16.7% | 50.0% | 33.3% | 100.0% | 0.0% | 83.3% |
| **By Acres** | | | | | | | | | | | | | | | |
| Crops | 6,363.3 | 2,296.2 | 1,312.3 | 258.1 | 7,317.2 | 4,150.2 | 15,334.0 | 15.0% | 8.6% | 1.7% | 47.7% | 27.1% | 100.0% | 23.5% | 74.8% |
| Apples | 709.8 | 795.6 | 745.8 | 89.3 | 2,284.4 | 2,332.8 | 6,247.9 | 12.7% | 11.9% | 1.4% | 36.6% | 37.3% | 100.0% | 24.7% | 73.9% |
| Pears | 418.0 | 211.7 | 211.0 | 21.0 | 256.7 | 576.8 | 1,277.2 | 16.6% | 16.5% | 1.6% | 20.1% | 45.2% | 100.0% | 33.1% | 65.3% |
| Stone Fruit | 101.4 | 71.9 | 10.5 | 0.0 | 73.1 | 373.0 | 528.5 | 13.6% | 2.0% | 0.0% | 13.8% | 70.6% | 100.0% | 15.6% | 84.4% |
| Tree Fruit | 1,229.2 | 1,079.2 | 967.3 | 110.3 | 2,614.2 | 3,282.6 | 8,053.6 | 13.4% | 12.0% | 1.4% | 32.5% | 40.8% | 100.0% | 25.4% | 73.2% |
| Grapes | 376.0 | 296.0 | 56.0 | 80.5 | 92.0 | 363.6 | 888.1 | 33.3% | 6.3% | 9.1% | 10.4% | 40.9% | 100.0% | 39.6% | 51.3% |
| Berries | 138.5 | 36.0 | 5.0 | 6.3 | 25.0 | 74.0 | 146.3 | 24.6% | 3.4% | 4.3% | 17.1% | 50.6% | 100.0% | 28.0% | 67.7% |
| Vegetables | 1,748.3 | 783.0 | 55.0 | 0.0 | 3,797.0 | 25.0 | 4,660.0 | 16.8% | 1.2% | 0.0% | 81.5% | 0.5% | 100.0% | 18.0% | 82.0% |
| **100% Organic** | | | | | | | | | | | | | | | |
| Crops | | 17 | 12 | 8 | 32 | 49 | 118 | 14.4% | 10.2% | 6.8% | 27.1% | 41.5% | 100.0% | 24.6% | 68.6% |
| Apples | | 10 | 6 | 3 | 25 | 30 | 74 | 13.5% | 8.1% | 4.1% | 33.8% | 40.5% | 100.0% | 21.6% | 74.3% |
| Pears | | 4 | 1 | 1 | 10 | 20 | 36 | 11.1% | 2.8% | 2.8% | 27.8% | 55.6% | 100.0% | 13.9% | 83.3% |
| Stone Fruit | | 5 | 2 | 0 | 4 | 19 | 30 | 16.7% | 6.7% | 0.0% | 13.3% | 63.3% | 100.0% | 23.3% | 76.7% |
| Tree Fruit | | 13 | 8 | 4 | 28 | 41 | 94 | 13.8% | 8.5% | 4.3% | 29.8% | 43.6% | 100.0% | 22.3% | 73.4% |
| Grapes | | 3 | 1 | 2 | 2 | 3 | 11 | 27.3% | 9.1% | 18.2% | 18.2% | 27.3% | 100.0% | 36.4% | 45.5% |
| Berries | | 1 | 1 | 3 | 0 | 5 | 10 | 10.0% | 10.0% | 30.0% | 0.0% | 50.0% | 100.0% | 20.0% | 50.0% |
| Vegetables | | 3 | 1 | 0 | 2 | 2 | 8 | 37.5% | 12.5% | 0.0% | 25.0% | 25.0% | 100.0% | 50.0% | 50.0% |
| **Split Organic/Non** | | | | | | | | | | | | | | | |
| Crops | | 13 | 12 | 4 | 29 | 21 | 79 | 16.5% | 15.2% | 5.1% | 36.7% | 26.6% | 100.0% | 31.6% | 63.3% |
| Apples | | 10 | 9 | 2 | 18 | 16 | 55 | 18.2% | 16.4% | 3.6% | 32.7% | 29.1% | 100.0% | 34.5% | 61.8% |
| Pears | | 5 | 3 | 1 | 12 | 8 | 29 | 17.2% | 10.3% | 3.4% | 41.4% | 27.6% | 100.0% | 27.6% | 69.0% |
| Stone Fruit | | 2 | 0 | 0 | 6 | 8 | 16 | 12.5% | 0.0% | 0.0% | 37.5% | 50.0% | 100.0% | 12.5% | 87.5% |
| Tree Fruit | | 10 | 10 | 3 | 24 | 19 | 66 | 15.2% | 15.2% | 4.5% | 36.4% | 28.8% | 100.0% | 30.3% | 65.2% |
| Grapes | | 3 | 2 | 1 | 0 | 3 | 9 | 33.3% | 22.2% | 11.1% | 0.0% | 33.3% | 100.0% | 55.6% | 33.3% |
| Berries | | 0 | 0 | 0 | 1 | 0 | 1 | 0.0% | 0.0% | 0.0% | 100.0% | 0.0% | 100.0% | 0.0% | 100.0% |
| Vegetables | | 1 | 1 | 0 | 3 | 1 | 6 | 16.7% | 16.7% | 0.0% | 50.0% | 16.7% | 100.0% | 33.3% | 66.7% |

For Respondents that are a member of a commission (cell 301=1)

## Table 7: Support establishing an organic commission if I do NOT have to pay assessments to other commissions. (Continued)

| Group | Number of Reports (Acres) cell 302 | | | | | | Percent of Reports (Acres) cell 302 | | | | | | Pecent of Reports | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Disagree | Agree |
| **Diversity 302** | | | | | | | | | | | | | | |
| **One Commodity** | | | | | | | | | | | | | | |
| Crops | 25 | 19 | 9 | 54 | 62 | 169 | 14.8% | 11.2% | 5.3% | 32.0% | 36.7% | 100.0% | 26.0% | 68.6% |
| Apples | 18 | 11 | 4 | 39 | 42 | 114 | 15.8% | 9.6% | 3.5% | 34.2% | 36.8% | 100.0% | 25.4% | 71.1% |
| Pears | 9 | 3 | 2 | 22 | 27 | 63 | 14.3% | 4.8% | 3.2% | 34.9% | 42.9% | 100.0% | 19.0% | 77.8% |
| Stone Fruit | 6 | 2 | 0 | 9 | 22 | 39 | 15.4% | 5.1% | 0.0% | 23.1% | 56.4% | 100.0% | 20.5% | 79.5% |
| Tree Fruit | 20 | 14 | 6 | 48 | 55 | 143 | 14.0% | 9.8% | 4.2% | 33.6% | 38.5% | 100.0% | 23.8% | 72.0% |
| Grapes | 3 | 1 | 3 | 1 | 3 | 11 | 27.3% | 9.1% | 27.3% | 9.1% | 27.3% | 100.0% | 36.4% | 36.4% |
| Berries | 1 | 1 | 0 | 1 | 3 | 6 | 16.7% | 16.7% | 0.0% | 16.7% | 50.0% | 100.0% | 33.3% | 66.7% |
| Vegetables | 1 | 1 | 0 | 2 | 0 | 4 | 25.0% | 25.0% | 0.0% | 50.0% | 0.0% | 100.0% | 50.0% | 50.0% |
| **More than One Commodity** | | | | | | | | | | | | | | |
| Crops | 5 | 5 | 3 | 7 | 8 | 28 | 17.9% | 17.9% | 10.7% | 25.0% | 28.6% | 100.0% | 35.7% | 53.6% |
| Apples | 2 | 4 | 1 | 4 | 4 | 15 | 13.3% | 26.7% | 6.7% | 26.7% | 26.7% | 100.0% | 40.0% | 53.3% |
| Pears | 0 | 1 | 0 | 0 | 1 | 2 | 0.0% | 50.0% | 0.0% | 0.0% | 50.0% | 100.0% | 50.0% | 50.0% |
| Stone Fruit | 1 | 0 | 0 | 1 | 5 | 7 | 14.3% | 0.0% | 0.0% | 14.3% | 71.4% | 100.0% | 14.3% | 85.7% |
| Tree Fruit | 3 | 4 | 1 | 4 | 5 | 17 | 17.6% | 23.5% | 5.9% | 23.5% | 29.4% | 100.0% | 41.2% | 52.9% |
| Grapes | 3 | 2 | 0 | 1 | 3 | 9 | 33.3% | 22.2% | 0.0% | 11.1% | 33.3% | 100.0% | 55.6% | 44.4% |
| Berries | 0 | 0 | 3 | 0 | 2 | 5 | 0.0% | 0.0% | 60.0% | 0.0% | 40.0% | 100.0% | 0.0% | 40.0% |
| Vegetables | 3 | 1 | 0 | 3 | 3 | 10 | 30.0% | 10.0% | 0.0% | 30.0% | 30.0% | 100.0% | 40.0% | 60.0% |
| **Marketing 302** | | | | | | | | | | | | | | |
| **Direct Sales** | | | | | | | | | | | | | | |
| Crops | 2 | 0 | 2 | 5 | 0 | 9 | 22.2% | 0.0% | 22.2% | 55.6% | 0.0% | 100.0% | 22.2% | 55.6% |
| **Wholesale** | | | | | | | | | | | | | | |
| Crops | 20 | 19 | 6 | 36 | 49 | 130 | 15.4% | 14.6% | 4.6% | 27.7% | 37.7% | 100.0% | 30.0% | 65.4% |
| **Direct and Wholesale** | | | | | | | | | | | | | | |
| Crops | 4 | 2 | 2 | 8 | 12 | 28 | 14.3% | 7.1% | 7.1% | 28.6% | 42.9% | 100.0% | 21.4% | 71.4% |

For Respondents that are a member of a commission (cell 301=1)

## Table 8: Support establishing an organic commission even if I have to pay assessments to other commissions.

| Group | Acreage Missing | Number of Reports (Acres) cell 303 | | | | | | Percent of Reports (Acres) cell 303 | | | | | | Pecent of Reports | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Disagree | Agree |
| **All Reports** | | 77 | 48 | 16 | 48 | 10 | 199 | 38.7% | 24.1% | 8.0% | 24.1% | 5.0% | 100.0% | 62.8% | 29.2% |
| Crops | | 77 | 47 | 14 | 47 | 10 | 195 | 39.5% | 24.1% | 7.2% | 24.1% | 5.1% | 100.0% | 63.6% | 29.2% |
| Apples | | 56 | 28 | 9 | 32 | 7 | 132 | 42.4% | 21.2% | 6.8% | 24.2% | 5.3% | 100.0% | 63.6% | 29.5% |
| Pears | | 31 | 14 | 3 | 14 | 2 | 64 | 48.4% | 21.9% | 4.7% | 21.9% | 3.1% | 100.0% | 70.3% | 25.0% |
| Stone Fruit | | 21 | 9 | 4 | 7 | 3 | 44 | 47.7% | 20.5% | 9.1% | 15.9% | 6.8% | 100.0% | 68.2% | 22.7% |
| Tree Fruit | | 65 | 38 | 12 | 35 | 8 | 158 | 41.1% | 24.1% | 7.6% | 22.2% | 5.1% | 100.0% | 65.2% | 27.2% |
| Grapes | | 7 | 4 | 1 | 6 | 1 | 19 | 36.8% | 21.1% | 5.3% | 31.6% | 5.3% | 100.0% | 57.9% | 36.8% |
| Berries | | 5 | 3 | 1 | 1 | 2 | 12 | 41.7% | 25.0% | 8.3% | 8.3% | 16.7% | 100.0% | 66.7% | 25.0% |
| Vegetables | | 3 | 3 | 2 | 6 | 1 | 15 | 20.0% | 20.0% | 13.3% | 40.0% | 6.7% | 100.0% | 40.0% | 46.7% |
| Livestock | | 0 | 1 | 2 | 2 | 0 | 5 | 0.0% | 20.0% | 40.0% | 40.0% | 0.0% | 100.0% | 20.0% | 40.0% |
| **By Acres** | | | | | | | | | | | | | | | |
| Crops | 6,417.1 | 5,282.0 | 2,600.6 | 567.7 | 6,607.9 | 222.0 | 15,280.2 | 34.6% | 17.0% | 3.7% | 43.2% | 1.5% | 100.0% | 51.6% | 44.7% |
| Apples | 657.6 | 2,803.1 | 1,849.6 | 328.6 | 1,206.5 | 112.3 | 6,300.1 | 44.5% | 29.4% | 5.2% | 19.2% | 1.8% | 100.0% | 73.9% | 20.9% |
| Pears | 484.5 | 775.9 | 251.0 | 28.7 | 136.9 | 18.2 | 1,210.7 | 64.1% | 20.7% | 2.4% | 11.3% | 1.5% | 100.0% | 84.8% | 12.8% |
| Stone Fruit | 120.9 | 260.4 | 129.0 | 27.6 | 46.0 | 46.0 | 509.0 | 51.2% | 25.3% | 5.4% | 9.0% | 9.0% | 100.0% | 76.5% | 18.1% |
| Tree Fruit | 1,263.0 | 3,839.4 | 2,229.6 | 384.9 | 1,389.4 | 176.5 | 8,019.8 | 47.9% | 27.8% | 4.8% | 17.3% | 2.2% | 100.0% | 75.7% | 19.5% |
| Grapes | 408.0 | 344.6 | 109.0 | 18.0 | 376.5 | 8.0 | 856.1 | 40.3% | 12.7% | 2.1% | 44.0% | 0.9% | 100.0% | 53.0% | 44.9% |
| Berries | 132.5 | 119.5 | 17.0 | 0.3 | 6.0 | 9.5 | 152.3 | 78.5% | 11.2% | 0.2% | 3.9% | 6.2% | 100.0% | 89.6% | 10.2% |
| Vegetables | 1,742.3 | 780.5 | 28.0 | 9.5 | 3,842.0 | 6.0 | 4,666.0 | 16.7% | 0.6% | 0.2% | 82.3% | 0.1% | 100.0% | 17.3% | 82.5% |
| **100% Organic** | | | | | | | | | | | | | | | |
| Crops | | 44 | 23 | 6 | 32 | 8 | 113 | 38.9% | 20.4% | 5.3% | 28.3% | 7.1% | 100.0% | 59.3% | 35.4% |
| Apples | | 31 | 9 | 4 | 24 | 6 | 74 | 41.9% | 12.2% | 5.4% | 32.4% | 8.1% | 100.0% | 54.1% | 40.5% |
| Pears | | 16.0 | 7.0 | 1.0 | 9.0 | 2.0 | 35 | 45.7% | 20.0% | 2.9% | 25.7% | 5.7% | 100.0% | 65.7% | 31.4% |
| Stone Fruit | | 13 | 5 | 2 | 5 | 3 | 28 | 46.4% | 17.9% | 7.1% | 17.9% | 10.7% | 100.0% | 64.3% | 28.6% |
| Tree Fruit | | 36 | 16 | 6 | 25 | 7 | 90 | 40.0% | 17.8% | 6.7% | 27.8% | 7.8% | 100.0% | 57.8% | 35.6% |
| Grapes | | 3 | 2 | 0 | 4 | 1 | 10 | 30.0% | 20.0% | 0.0% | 40.0% | 10.0% | 100.0% | 50.0% | 50.0% |
| Berries | | 4 | 3 | 1 | 1 | 1 | 10 | 40.0% | 30.0% | 10.0% | 10.0% | 10.0% | 100.0% | 70.0% | 20.0% |
| Vegetables | | 2 | 3 | 1 | 2 | 0 | 8 | 25.0% | 37.5% | 12.5% | 25.0% | 0.0% | 100.0% | 62.5% | 25.0% |
| **Split Organic/Non** | | | | | | | | | | | | | | | |
| Crops | | 33 | 24 | 8 | 15 | 2 | 82 | 40.2% | 29.3% | 9.8% | 18.3% | 2.4% | 100.0% | 69.5% | 20.7% |
| Apples | | 25 | 19 | 5 | 8 | 1 | 58 | 43.1% | 32.8% | 8.6% | 13.8% | 1.7% | 100.0% | 75.9% | 15.5% |
| Pears | | 15 | 7 | 2 | 5 | 0 | 29 | 51.7% | 24.1% | 6.9% | 17.2% | 0.0% | 100.0% | 75.9% | 17.2% |
| Stone Fruit | | 8 | 4 | 2 | 2 | 0 | 16 | 50.0% | 25.0% | 12.5% | 12.5% | 0.0% | 100.0% | 75.0% | 12.5% |
| Tree Fruit | | 29 | 22 | 6 | 10 | 1 | 68 | 42.6% | 32.4% | 8.8% | 14.7% | 1.5% | 100.0% | 75.0% | 16.2% |
| Grapes | | 4 | 2 | 1 | 2 | 0 | 9 | 44.4% | 22.2% | 11.1% | 22.2% | 0.0% | 100.0% | 66.7% | 22.2% |
| Berries | | 1 | 0 | 0 | 0 | 1 | 2 | 50.0% | 0.0% | 0.0% | 0.0% | 50.0% | 100.0% | 50.0% | 50.0% |
| Vegetables | | 1 | 0 | 1 | 4 | 1 | 7 | 14.3% | 0.0% | 14.3% | 57.1% | 14.3% | 100.0% | 14.3% | 71.4% |

For Respondents that are a member of a commission (cell 301=1)

## Table 8: Support establishing an organic commission even if I have to pay assessments to other commissions. (Continued)

| Group | Number of Reports (Acres) cell 303 | | | | | | Percent of Reports (Acres) cell 303 | | | | | | Pecent of Reports | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Disagree | Agree |
| **Diversity 303** | | | | | | | | | | | | | | |
| **One Commodity** | | | | | | | | | | | | | | |
| Crops | 69 | 42 | 11 | 37 | 7 | 166 | 41.6% | 25.3% | 6.6% | 22.3% | 4.2% | 100.0% | 66.9% | 26.5% |
| Apples | 51 | 26 | 8 | 26 | 6 | 117 | 43.6% | 22.2% | 6.8% | 22.2% | 5.1% | 100.0% | 65.8% | 27.4% |
| Pears | 29 | 14 | 3 | 14 | 2 | 62 | 46.8% | 22.6% | 4.8% | 22.6% | 3.2% | 100.0% | 69.4% | 25.8% |
| Stone Fruit | 19 | 7 | 3 | 5 | 3 | 37 | 51.4% | 18.9% | 8.1% | 13.5% | 8.1% | 100.0% | 70.3% | 21.6% |
| Tree Fruit | 60 | 35 | 10 | 29 | 7 | 141 | 42.6% | 24.8% | 7.1% | 20.6% | 5.0% | 100.0% | 67.4% | 25.5% |
| Grapes | 4 | 3 | 1 | 2 | 0 | 10 | 40.0% | 30.0% | 10.0% | 20.0% | 0.0% | 100.0% | 70.0% | 20.0% |
| Berries | 4 | 1 | 0 | 1 | 0 | 6 | 66.7% | 16.7% | 0.0% | 16.7% | 0.0% | 100.0% | 83.3% | 16.7% |
| Vegetables | 1 | 1 | 0 | 2 | 0 | 4 | 25.0% | 25.0% | 0.0% | 50.0% | 0.0% | 100.0% | 50.0% | 50.0% |
| **More than** | | | | | | | | | | | | | | |
| **One Commodity** | | | | | | | | | | | | | | |
| Crops | 8 | 5 | 3 | 10 | 3 | 29 | 27.6% | 17.2% | 10.3% | 34.5% | 10.3% | 100.0% | 44.8% | 44.8% |
| Apples | 5 | 2 | 1 | 6 | 1 | 15 | 33.3% | 13.3% | 6.7% | 40.0% | 6.7% | 100.0% | 46.7% | 46.7% |
| Pears | 2 | 0 | 0 | 0 | 1 | 3 | 66.7% | 0.0% | 0.0% | 0.0% | 33.3% | 100.0% | 66.7% | 33.3% |
| Stone Fruit | 2 | 2 | 1 | 2 | 0 | 7 | 28.6% | 28.6% | 14.3% | 28.6% | 0.0% | 100.0% | 57.1% | 28.6% |
| Tree Fruit | 5 | 3 | 2 | 6 | 1 | 17 | 29.4% | 17.6% | 11.8% | 35.3% | 5.9% | 100.0% | 47.1% | 41.2% |
| Grapes | 3 | 1 | 0 | 4 | 1 | 9 | 33.3% | 11.1% | 0.0% | 44.4% | 11.1% | 100.0% | 44.4% | 55.6% |
| Berries | 1 | 2 | 1 | 0 | 2 | 6 | 16.7% | 33.3% | 16.7% | 0.0% | 33.3% | 100.0% | 50.0% | 33.3% |
| Vegetables | 2 | 2 | 2 | 4 | 1 | 11 | 18.2% | 18.2% | 18.2% | 36.4% | 9.1% | 100.0% | 36.4% | 45.5% |
| **Marketing 302** | | | | | | | | | | | | | | |
| **Direct Sales** | | | | | | | | | | | | | | |
| Crops | 1 | 0 | 2 | 5 | 1 | 9 | 11.1% | 0.0% | 22.2% | 55.6% | 11.1% | 100.0% | 11.1% | 66.7% |
| **Wholesale** | | | | | | | | | | | | | | |
| Crops | 58 | 29 | 7 | 27 | 7 | 128 | 45.3% | 22.7% | 5.5% | 21.1% | 5.5% | 100.0% | 68.0% | 26.6% |
| **Direct and** | | | | | | | | | | | | | | |
| **Wholesale** | | | | | | | | | | | | | | 1.0% |
| Crops | 9 | 8 | 3 | 9 | 1 | 30 | 30.0% | 26.7% | 10.0% | 30.0% | 3.3% | 100.0% | 56.7% | 33.3% |

For Respondents that are **NOT** a member of a commission (cell 304=1)

## Table 9: Support establishing an organic commission that would include mandatory assessments of my organic products.

| Group | Acreage Missing | Number of Reports (Acres) cell 305 | | | | | | Percent of Reports (Acres) cell 305 | | | | | | Pecent of Reports | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Disagree | Agree |
| **All Reports** | | 76 | 38 | 33 | 40 | 3 | 190 | 40.0% | 20.0% | 17.4% | 21.1% | 1.6% | 100.0% | 60.0% | 22.6% |
| Crops | | 74 | 38 | 30 | 40 | 3 | 185 | 40.0% | 20.5% | 16.2% | 21.6% | 1.6% | 100.0% | 60.5% | 23.2% |
| Apples | | 12 | 6 | 5 | 6 | 2 | 31 | 38.7% | 19.4% | 16.1% | 19.4% | 6.5% | 100.0% | 58.1% | 25.8% |
| Pears | | 8 | 3 | 4 | 4 | 1 | 20 | 40.0% | 15.0% | 20.0% | 20.0% | 5.0% | 100.0% | 55.0% | 25.0% |
| Stone Frt. | | 8 | 2 | 3 | 5 | 1 | 19 | 42.1% | 10.5% | 15.8% | 26.3% | 5.3% | 100.0% | 52.6% | 31.6% |
| Tree Fruit | | 20 | 9 | 8 | 8 | 2 | 47 | 42.6% | 19.1% | 17.0% | 17.0% | 4.3% | 100.0% | 61.7% | 21.3% |
| Grapes | | 9 | 2 | 4 | 4 | 0 | 19 | 47.4% | 10.5% | 21.1% | 21.1% | 0.0% | 100.0% | 57.9% | 21.1% |
| Berries | | 17 | 10 | 6 | 8 | 1 | 42 | 40.5% | 23.8% | 14.3% | 19.0% | 2.4% | 100.0% | 64.3% | 21.4% |
| Vegetables | | 38 | 23 | 23 | 20 | 2 | 106 | 35.8% | 21.7% | 21.7% | 18.9% | 1.9% | 100.0% | 57.5% | 20.8% |
| Livestock | | 10 | 6 | 4 | 4 | 1 | 25 | 40.0% | 24.0% | 16.0% | 16.0% | 4.0% | 100.0% | 64.0% | 20.0% |
| **By Acres** | | | | | | | | | | | | | | | |
| Crops | 16,183.6 | 1,594.4 | 1,420.2 | 1,025.4 | 1,452.5 | 21.2 | 5,513.7 | 28.9% | 25.8% | 18.6% | 26.3% | 0.4% | 100.0% | 54.7% | 26.7% |
| Apples | 6,637.7 | 88.0 | 117.1 | 89.9 | 21.0 | 4.0 | 320.0 | 27.5% | 36.6% | 28.1% | 6.6% | 1.3% | 100.0% | 64.1% | 7.8% |
| Pears | 1,470.5 | 24.6 | 194.0 | 3.2 | 2.6 | 0.3 | 224.7 | 10.9% | 86.3% | 1.4% | 1.2% | 0.1% | 100.0% | 97.3% | 1.3% |
| Stone Frt. | 549.4 | 32.2 | 7.0 | 12.8 | 28.0 | 0.5 | 80.5 | 40.0% | 8.7% | 15.9% | 34.8% | 0.6% | 100.0% | 48.7% | 35.4% |
| Tree Fruit | 8,657.6 | 144.8 | 318.1 | 105.9 | 51.6 | 4.8 | 625.2 | 23.2% | 50.9% | 16.9% | 8.3% | 0.8% | 100.0% | 74.0% | 9.0% |
| Grapes | 913.1 | 241.6 | 15.3 | 36.9 | 57.2 | 0.0 | 351.0 | 68.8% | 4.4% | 10.5% | 16.3% | 0.0% | 100.0% | 73.2% | 16.3% |
| Berries | 152.6 | 27.0 | 30.4 | 9.5 | 57.3 | 8.0 | 132.2 | 20.4% | 23.0% | 7.2% | 43.3% | 6.1% | 100.0% | 43.4% | 49.4% |
| Vegetables | 4,829.0 | 254.9 | 561.0 | 508.4 | 248.0 | 7.0 | 1,379.3 | 18.5% | 26.2% | 36.9% | 18.0% | 0.5% | 100.0% | 44.7% | 18.5% |
| **100% Organic** | | | | | | | | | | | | | | | |
| Crops | | 70 | 34 | 25 | 36 | 3 | 168 | 41.7% | 20.2% | 14.9% | 21.4% | 1.8% | 100.0% | 61.9% | 23.2% |
| Apples | | 11 | 5 | 4 | 5 | 2 | 27 | 40.7% | 18.5% | 14.8% | 18.5% | 7.4% | 100.0% | 59.3% | 25.9% |
| Pears | | 8 | 2 | 3 | 4 | 1 | 18 | 44.4% | 11.1% | 16.7% | 22.2% | 5.6% | 100.0% | 55.6% | 27.8% |
| Stone Frt. | | 7 | 1 | 3 | 5 | 1 | 17 | 41.2% | 5.9% | 17.6% | 29.4% | 5.9% | 100.0% | 47.1% | 35.3% |
| Tree Fruit | | 18 | 7 | 7 | 7 | 2 | 41 | 43.9% | 17.1% | 17.1% | 17.1% | 4.9% | 100.0% | 61.0% | 22.0% |
| Grapes | | 9 | 2 | 2 | 3 | 0 | 16 | 56.3% | 12.5% | 12.5% | 18.8% | 0.0% | 100.0% | 68.8% | 18.8% |
| Berries | | 17 | 10 | 3 | 6 | 1 | 37 | 45.9% | 27.0% | 8.1% | 16.2% | 2.7% | 100.0% | 73.0% | 18.9% |
| Vegetables | | 37 | 22 | 21 | 18 | 2 | 100 | 37.0% | 22.0% | 21.0% | 18.0% | 2.0% | 100.0% | 59.0% | 20.0% |
| **Split Organic/Non** | | | | | | | | | | | | | | | |
| Crops | | 4 | 4 | 5 | 4 | 0 | 17 | 23.5% | 23.5% | 29.4% | 23.5% | 0.0% | 100.0% | 47.1% | 23.5% |
| Apples | | 1 | 1 | 1 | 1 | 0 | 4 | 25.0% | 25.0% | 25.0% | 25.0% | 0.0% | 100.0% | 50.0% | 25.0% |
| Pears | | - | 1 | 1 | 0 | 0 | 2 | 0.0% | 50.0% | 50.0% | 0.0% | 0.0% | 100.0% | 50.0% | 0.0% |
| Stone Frt. | | 1 | 1 | 0 | 0 | 0 | 2 | 50.0% | 50.0% | 0.0% | 0.0% | 0.0% | 100.0% | 100.0% | 0.0% |
| Tree Fruit | | 2 | 2 | 1 | 1 | 0 | 6 | 33.3% | 33.3% | 16.7% | 16.7% | 0.0% | 100.0% | 66.7% | 16.7% |
| Grapes | | 0 | 0 | 2 | 1 | 0 | 3 | 0.0% | 0.0% | 66.7% | 33.3% | 0.0% | 100.0% | 0.0% | 33.3% |
| Berries | | 0 | 0 | 3 | 2 | 0 | 5 | 0.0% | 0.0% | 60.0% | 40.0% | 0.0% | 100.0% | 0.0% | 40.0% |
| Vegetables | | 1 | 1 | 2 | 2 | 0 | 6 | 16.7% | 16.7% | 33.3% | 33.3% | 0.0% | 100.0% | 33.3% | 33.3% |

For Respondents that are **NOT** a member of a commission (cell 304=1)

## Table 9: Support establishing an organic commission that would include mandatory assessments of my organic products. (Continued)

| Group | Number of Reports (Acres) cell 305 | | | | | | Percent of Reports (Acres) cell 305 | | | | | | Pecent of Reports | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Strongly Disagree | Disagree | Neutral | Agree | Strongly Agree | Total | Disagree | Agree |
| **Diversity 305** | | | | | | | | | | | | | | |
| **One Commodity** | | | | | | | | | | | | | | |
| Crops | 44 | 21 | 19 | 24 | 0 | 108 | 40.7% | 19.4% | 17.6% | 22.2% | 0.0% | 100.0% | 60.2% | 22.2% |
| Apples | 3 | 2 | 2 | 3 | 0 | 10 | 30.0% | 20.0% | 20.0% | 30.0% | 0.0% | 100.0% | 50.0% | 30.0% |
| Pears | 3 | 3 | 0 | 2 | 0 | 8 | 37.5% | 37.5% | 0.0% | 25.0% | 0.0% | 100.0% | 75.0% | 25.0% |
| Stone Fruit | 3 | 1 | 1 | 4 | 0 | 9 | 33.3% | 11.1% | 11.1% | 44.4% | 0.0% | 100.0% | 44.4% | 44.4% |
| Tree Fruit | 8 | 4 | 2 | 4 | 0 | 18 | 44.4% | 22.2% | 11.1% | 22.2% | 0.0% | 100.0% | 66.7% | 22.2% |
| Grapes | 4 | 1 | 1 | 2 | 0 | 8 | 50.0% | 12.5% | 12.5% | 25.0% | 0.0% | 100.0% | 62.5% | 25.0% |
| Berries | 2 | 1 | 1 | 1 | 0 | 5 | 40.0% | 20.0% | 20.0% | 20.0% | 0.0% | 100.0% | 60.0% | 20.0% |
| Vegetables | 15 | 8 | 12 | 9 | 0 | 44 | 34.1% | 18.2% | 27.3% | 20.5% | 0.0% | 100.0% | 52.3% | 20.5% |
| **More than One Commodity** | | | | | | | | | | | | | | |
| Crops | 30 | 17 | 11 | 16 | 3 | 77 | 39.0% | 22.1% | 14.3% | 20.8% | 3.9% | 100.0% | 61.0% | 24.7% |
| Apples | 9 | 4 | 3 | 3 | 2 | 21 | 42.9% | 19.0% | 14.3% | 14.3% | 9.5% | 100.0% | 61.9% | 23.8% |
| Pears | 5 | 0 | 4 | 2 | 1 | 12 | 41.7% | 0.0% | 33.3% | 16.7% | 8.3% | 100.0% | 41.7% | 25.0% |
| Stone Fruit | 5 | 1 | 2 | 1 | 1 | 10 | 50.0% | 10.0% | 20.0% | 10.0% | 10.0% | 100.0% | 60.0% | 20.0% |
| Tree Fruit | 12 | 5 | 6 | 4 | 2 | 29 | 41.4% | 17.2% | 20.7% | 13.8% | 6.9% | 100.0% | 58.6% | 20.7% |
| Grapes | 5 | 1 | 3 | 2 | 0 | 11 | 45.5% | 9.1% | 27.3% | 18.2% | 0.0% | 100.0% | 54.5% | 18.2% |
| Berries | 15 | 9 | 5 | 7 | 1 | 37 | 40.5% | 24.3% | 13.5% | 18.9% | 2.7% | 100.0% | 64.9% | 21.6% |
| Vegetables | 23 | 15 | 11 | 11 | 2 | 62 | 37.1% | 24.2% | 17.7% | 17.7% | 3.2% | 100.0% | 61.3% | 21.0% |
| **Market. 305** | | | | | | | | | | | | | | |
| **Direct Sales** | | | | | | | | | | | | | | |
| Crops | 24 | 17 | 14 | 13 | 2 | 70 | 34.3% | 24.3% | 20.0% | 18.6% | 2.9% | 100.0% | 58.6% | 21.4% |
| **Wholesale** | | | | | | | | | | | | | | |
| Crops | 17 | 11 | 7 | 12 | 0 | 47 | 36.2% | 23.4% | 14.9% | 25.5% | 0.0% | 100.0% | 59.6% | 25.5% |
| **Direct and Wholesale** | | | | | | | | | | | | | | |
| Crops | 19 | 9 | 7 | 13 | 1 | 49 | 38.8% | 18.4% | 14.3% | 26.5% | 2.0% | 100.0% | 57.1% | 28.6% |

## Table 10: Do you support the formation of an organic commission?

| Group | Acreage Missing | Number of Reports (Acres) Cell 401 | | | | | Percent of Reports (Acres) Cell 401 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Separate Commissions | Generic Commission | No Pref. | No Comm. | Total | Separate Commissions | Generic Commission | No Pref. | No Comm. | Total |
| **All Reports** | | 85 | 119 | 49 | 152 | 405 | 21.0% | 29.4% | 12.1% | 37.5% | 100.0% |
| Crops | | 81 | 116 | 49 | 148 | 394 | 20.6% | 29.4% | 12.4% | 37.7% | 100.0% |
| Apples | | 47 | 46 | 14 | 62 | 169 | 27.8% | 27.2% | 8.3% | 36.7% | 100.0% |
| Pears | | 27 | 22 | 5 | 32 | 86 | 31.4% | 25.6% | 5.8% | 37.2% | 100.0% |
| Stone Fruit | | 22 | 19 | 10 | 18 | 69 | 31.9% | 27.5% | 14.5% | 26.1% | 100.0% |
| Tree Fruit | | 64 | 55 | 20 | 77 | 216 | 29.6% | 25.5% | 9.3% | 35.6% | 100.0% |
| Grapes | | 3 | 14 | 3 | 18 | 38 | 7.9% | 36.8% | 7.9% | 47.4% | 100.0% |
| Berries | | 6 | 16 | 8 | 24 | 54 | 11.1% | 29.6% | 14.8% | 44.4% | 100.0% |
| Vegetables | | 10 | 46 | 18 | 46 | 120 | 8.3% | 38.3% | 15.0% | 38.3% | 100.0% |
| Livestock | | 7 | 13 | 2 | 11 | 33 | 21.2% | 39.4% | 6.1% | 33.3% | 100.0% |
| **By Acres** | | | | | | | | | | | |
| Crops | 610.3 | 3,641.8 | 6,157.6 | 4,219.6 | 7,068.0 | 21,087.0 | 17.3% | 29.2% | 20.0% | 33.5% | 100.0% |
| Apples | 155.1 | 1,900.7 | 2,323.1 | 372.5 | 2,206.3 | 6,802.6 | 27.9% | 34.2% | 5.5% | 32.4% | 100.0% |
| Pears | 93.2 | 467.7 | 380.0 | 35.0 | 719.3 | 1,602.0 | 29.2% | 23.7% | 2.2% | 44.9% | 100.0% |
| Stone Fruit | 5.5 | 264.7 | 125.6 | 107.5 | 126.6 | 624.4 | 42.4% | 20.1% | 17.2% | 20.3% | 100.0% |
| Tree Fruit | 253.8 | 2,633.1 | 2,828.7 | 515.0 | 3,052.2 | 9,029.0 | 29.2% | 31.3% | 5.7% | 33.8% | 100.0% |
| Grapes | 26.4 | 90.0 | 395.2 | 87.0 | 665.5 | 1,237.7 | 7.3% | 31.9% | 7.0% | 53.8% | 100.0% |
| Berries | 0.2 | 108.2 | 56.7 | 24.5 | 95.2 | 284.6 | 38.0% | 19.9% | 8.6% | 33.5% | 100.0% |
| Vegetables | 303.8 | 491.7 | 1,075.8 | 2,983.1 | 1,553.9 | 6,104.5 | 8.1% | 17.6% | 48.9% | 25.5% | 100.0% |
| **100% Organic** | | | | | | | | | | | |
| Crops | | 50 | 95 | 40 | 106 | 291 | 17.2% | 32.6% | 13.7% | 36.4% | 100.0% |
| Apples | | 27 | 33 | 10 | 36 | 106 | 25.5% | 31.1% | 9.4% | 34.0% | 100.0% |
| Pears | | 15 | 16 | 4 | 21 | 56 | 26.8% | 28.6% | 7.1% | 37.5% | 100.0% |
| Stone Fruit | | 14 | 14 | 9 | 14 | 51 | 27.5% | 27.5% | 17.6% | 27.5% | 100.0% |
| Tree Fruit | | 36 | 41 | 15 | 48 | 140 | 25.7% | 29.3% | 10.7% | 34.3% | 100.0% |
| Grapes | | 2 | 12 | 1 | 11 | 26 | 7.7% | 46.2% | 3.8% | 42.3% | 100.0% |
| Berries | | 5 | 14 | 6 | 22 | 47 | 10.6% | 29.8% | 12.8% | 46.8% | 100.0% |
| Vegetables | | 9 | 39 | 17 | 42 | 107 | 8.4% | 36.4% | 15.9% | 39.3% | 100.0% |
| **Split Organic/NonOrg** | | | | | | | | | | | |
| Crops | | 31 | 21 | 9 | 42 | 103 | 30.1% | 20.4% | 8.7% | 40.8% | 100.0% |
| Apples | | 20 | 13 | 4 | 26 | 63 | 31.7% | 20.6% | 6.3% | 41.3% | 100.0% |
| Pears | | 12 | 6 | 1 | 11 | 30 | 40.0% | 20.0% | 3.3% | 36.7% | 100.0% |
| Stone Fruit | | 8 | 5 | 1 | 4 | 18 | 44.4% | 27.8% | 5.6% | 22.2% | 100.0% |
| Tree Fruit | | 28 | 14 | 5 | 29 | 76 | 36.8% | 18.4% | 6.6% | 38.2% | 100.0% |
| Grapes | | 1 | 2 | 2 | 7 | 12 | 8.3% | 16.7% | 16.7% | 58.3% | 100.0% |
| Berries | | 1 | 2 | 2 | 2 | 7 | 14.3% | 28.6% | 28.6% | 28.6% | 100.0% |
| Vegetables | | 1 | 7 | 1 | 4 | 13 | 7.7% | 53.8% | 7.7% | 30.8% | 100.0% |
| **Diversity** | | | | | | | | | | | |
| **Only One Commodity** | | | | | | | | | | | |
| Crops | | 73 | 72 | 34 | 110 | 289 | 25.3% | 24.9% | 11.8% | 38.1% | 100.0% |
| Apples | | 44 | 31 | 11 | 47 | 133 | 33.1% | 23.3% | 8.3% | 35.3% | 100.0% |
| Pears | | 25 | 19 | 5 | 25 | 74 | 33.8% | 25.7% | 6.8% | 33.8% | 100.0% |
| Stone Fruit | | 19 | 13 | 6 | 13 | 51 | 37.3% | 25.5% | 11.8% | 25.5% | 100.0% |
| Tree Fruit | | 61 | 38 | 15 | 57 | 171 | 35.7% | 26.3% | 8.8% | 33.3% | 100.0% |
| Grapes | | 1 | 5 | 1 | 12 | 19 | 5.3% | 26.3% | 5.3% | 63.2% | 100.0% |
| Berries | | 3 | 1 | 2 | 5 | 11 | 27.3% | 9.1% | 18.2% | 45.5% | 100.0% |
| Vegetables | | 5 | 18 | 8 | 18 | 49 | 10.2% | 36.7% | 16.3% | 36.7% | 100.0% |
| **More than One Comm** | | | | | | | | | | | |
| Crops | | 8 | 44 | 15 | 38 | 105 | 7.6% | 41.9% | 14.3% | 36.2% | 100.0% |
| Apples | | 3 | 15 | 3 | 15 | 36 | 8.3% | 41.7% | 8.3% | 41.7% | 100.0% |
| Pears | | 2 | 3 | 0 | 7 | 12 | 16.7% | 25.0% | 0.0% | 58.3% | 100.0% |
| Stone Fruit | | 3 | 6 | 4 | 5 | 18 | 16.7% | 33.3% | 22.2% | 27.8% | 100.0% |
| Tree Fruit | | 3 | 17 | 5 | 20 | 45 | 6.7% | 37.8% | 11.1% | 44.4% | 100.0% |
| Grapes | | 2 | 9 | 2 | 6 | 19 | 10.5% | 47.4% | 10.5% | 31.6% | 100.0% |
| Berries | | 3 | 15 | 6 | 19 | 43 | 7.0% | 34.9% | 14.0% | 44.2% | 100.0% |
| Vegetables | | 5 | 28 | 10 | 28 | 71 | 7.0% | 39.4% | 14.1% | 39.4% | 100.0% |
| **Marketing/Direct Sales** | | | | | | | | | | | |
| Crops | | 7 | 31 | 12 | 30 | 80 | 8.8% | 38.8% | 15.0% | 37.5% | 100.0% |
| **Wholesale**-Crops | | 53 | 47 | 22 | 66 | 188 | 28.2% | 25.0% | 11.7% | 35.1% | 100.0% |
| **Direct/Wholesale** | | | | | | | | | | | |
| Crops | | 12 | 30 | 9 | 28 | 79 | 15.2% | 38.0% | 11.4% | 35.4% | 100.0% |

# Organic Producer Survey

**COMMENTS**

This section presents comments made by respondents.  In response to Question 2, a total of 39 respondents specified an "other" commission activity they supported.  The specified activities are presented first in this section.  In response to Question 5, 263 of the 420 respondents (62%) provided comments.  All comments are in random order either as received or according to the randomly assigned Identification Number.  Comments have been edited to present the idea of the respondent and maintain the confidentiality of the respondent.

**Question 2 Comments: Other Commission Activities specified and supported by respondents**

6 Local market creation.

7 Marketing techniques/TV ads.

9 Education.

16 Set our own grades and standards. Disconnect from WSHA Grade & Pack. We should have our own committee that works directly with WSDA.

21 Inventory information.

53 Scholarships to promote organic production.

60 Local food system.

64 Educate the public.

84 Marketing.

87 Local is better education to consumers.

97 Insect pest and crop disease research.

102 Addressing labor shortages.

103 Value added processing facility.

117 Organic foods advocacy, support for expedited adoption of organically friendly amendments, pest regulatory products, more equitable and reduced cost for certification.

146 Small farm research.

150 Grower education seminars.

163 Education.

165 Marketing (sales).

173 Education/marketing.

201 Learning how to market.

213 Sustainable practices. Big firms are diluting standards. Small producer needs help to maintain.

225 Proactive marketing/statistical research.

238 Educate the public.

240 Education for farmers, education for consumers.

251 Marketing for consumer. Farmer networking. Research–low cost loans for farmer.

317 Organic certification.

324 Certification process.

340 Marketing

343 Subscription farming.

347 Education for farmers.

374 Basic research.

409 Education.

413 Farmer education.

444 Find good markets for organic apples.

459 Support equality.

471 Education.

494 Education for consumer.

508 Market information.

**Question 5: Additional comments regarding this survey or the idea of forming an organic commission.** Also includes 23 other comments made to survey questions. Reference to question is indicated by the survey cell number = (such as #203= ). Refer to survey to match number to cell number.

1 Let's just keep organics simple. The new national standards are going to take several years to integrate into practice – we don't need another bureaucracy, yet.

3 We are a very small farm – one-third of an acre. I support stringent organic standards and promotion efforts, but our farm has so little cash flow that I am not able to pay for a commission.

5 The organic certification fees are already a burden on my small business. I cannot support additional assessments of any kind.

6 Commissions work to create markets primarily for large growers/export trade. I'd like to see development for agricultural research and for local markets as the main thrust of a commission.

7 One of the main goals of the commission should be to forward organic consumption and organic education into the "mainstream" population. People who understand organics, use organics, so targeting the "mainstream" population does much to elevate man's consciousness about food grown without pesticides.

8 Although my sales are classified as wholesale, they are direct to a local grocery and local restaurants. I am not interested in promotions that are oriented towards large National or export markets. Research is not usually based on the micro-scale at which I am producing. As a result, I am not in favor of mandatory assessments to support such a commission, not necessarily an organic commission that serves the needs of producers who are now being assessed fees to conventional commodity commissions. I cannot afford more than the fees, which are currently assessed to regulate organic certification. Thank you.

9 An organic commission should be limited to wholesale sales. Those people that sell retail have spent the equivalent of an assessment doing their own marketing work. Since Commission funds are also used for research, maybe some split fee schedule for wholesale and retail should be devised. Perhaps, there could even be a research waiving of fees, for farm-derived research that is used. Example: If "I" came up with a great thing that others use, then I don't have to pay a commission fee for some awards period of time. This stimulates on-farm R & D. If I am not rewarded some way like this, then what incentive do I have to forward great ideas? Maybe without an incentive like this, the commission spends redundantly to find out what someone else has already learned.

11 Any commission (organic) must have clearly stated its goals – a commitment to helping small and startup producers. If not, as "organic" grows they will be sidelined just as in conventional agriculture.

15 I feel like we’ve just been hit hard by establishing a federal organic system. More rules, increased fees. I don’t want to pay more for research and marketing that I don’t need. The organic community is small and diverse. We need our small profits to keep farming.

16 It is important that certified growers disconnect from conventional industry boards and committees. Most of the time, we are affected negatively when new standards or rules are enacted by WSDA at the request of WSHA.

17 I have not made up my mind regarding this issue. I’m concerned about the expense involved in creating another commission, yet I don’t feel the current commission has done much for organic growers.

21 An organic commission should do as much as possible to promote Washington organic products and take the lead in this worldwide market.

24 When we first got into organic farming over 20 years ago, it was simple and fun and we only had to worry about growing fine, healthy food for people who appreciated it. Now, we have this bureaucratic nightmare that equals or exceeds the rules and regulations that all farmers are facing. The goal, as always, is to drive the small operator out of business.

26 I do not support an organic commission.

28 We are not interested in a commission. LEAVE US OUT! Look at what apple and asparagus commissions have done for them. NO COMMISSION!

30 Currently the Washington Hop Commission is possibly forming some marketing ideas. I do not like a committee selling farm products or any form of a coop!

33 Although we support the idea of organic food production, we don’t think that an organic commission would give us enough specific help with our organic nut production. Our financial condition does not support additional outlays.

35 I would ultimately want every person in Washington and the U.S. to say whether they buy organic or not. (“Washington state has the best organic program there is. I only buy if it has the Washington certification.”) Otherwise, all we’re going to do is put more money into the grocery stores pockets, as they import even more from Chile and Argentina!!

37 I’m against government involvement in general. My customers assess our products – don’t need someone else to do it. I’m a little gun shy of the state embracing the National Organic Standards, causing me to question the state’s judgment. I have to pay a fee already for this bad judgment.

38 We are very independent and intend to stay that way. I/we are not interested in increasing our costs, particularly this way, to further control what we grow. Organic certification requirements are enough.

40 I support forming an organic apple commission as long as it's marketing emphasis does not detract from or make conventional apples appear to be unhealthy or less desirable. I don't know if that can be done. If not, then I don't support the formation of an organic apple commission.

41 Don't see a need – especially for this size operation.

45 I'm not sure that I support another commission when I feel that the apple commission has done very little for me.

46 NO MORE COMMISSIONS.

47 Until I have a lot of information regarding how much money would be generated by assessments and costs associated with the formation of a new commission, I must say "no." I could easily change my mind if some fruit, that cannot be sold organic, can be sold through conventional channels. I am not willing to lose that opportunity – currently we have the best of both worlds.

48 I would rather support a general Organic Commission with sub-committees for various broad groups. Tree fruits and nuts, fresh vegetables and produce. Berries and vine fruit – this would allow both general organic. Then also, a subcommittee to be responsible for their products and seasons, etc.

54 I do not see an improved grower return by what a commission may or may not do. All I do is pay, pay, and pay.

55 I don't have time for this bureaucratic stuff. The organic package is bad enough!

56 Not interested. No thank you. It is a bad idea!

57 Organic foods do not need a commission to promote their products. We should spend more time and energy promoting ALL Washington grown products. Non-organic and organic are both safer than any imported products.

59 I just don't want to see the warehouses and brokers take money from the grower, like what is going on now. Some packers would put the money into their own pockets.

60 Education sessions needed to discuss pros and cons.

62 Commodification of farm products has resulted in low prices and over production, especially now that we are competing with China, Chile, and other low-cost producers. Regionalism and glorification of local consumption of farm products is much more in order. Use the money to reduce our certification fees.

65 What are the "duties" of this organic commission? Research? Education? Advertising?

68 We do NOT need an organic commission. Let warehouses market organic fruit. Let consumers decide if they prefer organic or NOT.

69 I believe promotion activity for all conventional and organic apples should be done by the current Washington Apple Commission.

70 #201=1 Support research but not GMO.

71 While we don't see a need for an organic commission to promote our products, we think a commission for those who are not direct marketing might be useful. At any rate, growers who are paying a commission now (apples) and not getting any promotion or benefits should not have to be assessed for their products.

76 I do not like to be negative, but from what I have heard, there seems to be problems for growers with many commissions.

78 We feel an organic commission would be of little use to us. There currently is a Washington State Concord Research Council, of which major processors are assessed. In forming an organic commission, there are such a wide variety of products marketed; it would be unfair to assess money from our grapes to research another crop and/or animal product. Currently, we have a tight control in the marketing of our Concord grapes; we have no problem that a commission could help with.

80 No organic sales until fall of 2002.

87 To encourage the use by consumers, promotion of benefits of organic grown close to home, and research to verify health benefits, it's time to become a recognized group that pays its way – the government help is "some kinda help we should do without."

89 I believe money spent on this would amount to nothing more than money spent.

94 I have no knowledge of an organic commission or its ramifications.

95 I don't really have an opinion because I don't know what a commission would do. If the purpose of a commission is just another layer of bureaucracy, I do not want a commission. I need more information.

97 With six acres certified, we have NO interest in export or wholesale interstate sales concerns. If it was used for research on insect pests and crop diseases of our area, we might have some interest but are very skeptical of paying more assessments.

100 I am an extremely small producer and find that all of these fees and middlemen positions don't help me in the slightest, and are causing me to reconsider this farm. I don't make any money after paying fees now!

101 I request the opportunity to work as a volunteer on the committee to collect and evaluate procedures. As an organic food grower for 12 years and an exporter of approximately 300,000 pounds per year, my experience is offered. My family has farmed my land for 99 years. I consistently produce 10% more than the state average production.

106 #201=1 I would specifically not support a separate organic tree fruit research effort, as the existing Washington Tree Fruit Research Commission already supports a huge effort. I would propose that funds devoted to research in tree fruit be forwarded in one lump sum to the WTFRC. Other research in organic vegetables and other commodities may be funded project by project.

107 I agree with having commissions, although the money has to come from somewhere and I don't want to pay it.

111 Too much paperwork already!

113 I support an organic commission and a voluntary assessment fee.

114 Our tree fruit industry already has a commission to research and promote our products. A small organic commission would be ineffective in our current global market. Research commissions benefits all growers–including organic–so does the Apple Commission–very bad idea.

119 I am not in favor of mandatory assessments of all our organic products.

117 If organic producers had price supports like non-organic producers of some commodities, that would be providing encouragement of their practices instead of making them pay (for the small producers) exorbitant fees to be involved in organic production that is certified. The fact is that organic methods work best as part of a diversified approach to agriculture, where crop rotations are feasible, chickens dispose of the fallen apples, and individuals living on the land care for it and keep their families safe from pesticides, as well as passing that advantage on to the consumer. We do not need regulations that increase the paperwork burden we already bear, which is ridiculous, when you are keeping track of the weight of every bean, pea, cantaloupe, basket of strawberries, etc. that you market.

120 I'm a small-scale grower. I grow my crops in a very natural, low impact, regenerative manner, and sell them at a local farmers market; the less forms I have to fill out, rules to prove I'm abiding by, and hoops I have to jump through–the better. I say, skip the commission and use the money to send an inspector around once in awhile; let them fill out the forms, tests, surveys etc., so I don't have to. I can then get down to farming and you will have an objective assessment.

123 I believe the concerns addressed by a commission would be better dealt with by voluntary grower organization and without formation of a government bureaucracy.

124 I do not support an organic commission due to the products I'm growing; ginseng, goldenseal, and gingko. Marketing is done directly with contacts we have made. I don't see how this commission would help a grower that is as specialized as we are.

126 2002 – possible first year for harvest.

128 The current price for being organic now is high. The commodity prices for organic are extremely low now, along with poor markets, along with lower yields of organic. Many producers I've talked with are going back to commercial farming. Explain to me how I can be "guaranteed" a higher price and better market to justify an assessment?

130 I believe a generic organic commission is unrealistic because different crops are too diverse to make any sense within the commission.

134 Not knowing what a commission would do – why pay? I have no preference due to lack of knowledge.

135 As is at their place, a commission is not needed.

136 I support the idea of a commission as long as some monies go toward subsidizing small acreage farms for their certification fees.

138 I need more information. I have no preference to even the aspect of having one or not.

139 I would support an organic (organic farming) degree paid by Washington state.

140 Commissions are a poor investment. They end up as taxes collected to fund bureaucrats and ineffective generic advertisements.

142 #203=1 Educate! Make it fit foreign markets. Comments - Would support the idea of an organic commission if the money came from a general fund – not farmers. Study California and Florida to see what they have in place as a model. Anything that helps research at WSU should be funded by any coming commission.

143 I am opposed to a commission because it wouldn't be anymore effective than the Apple Commission. I would like to form an organic commission that has no ties with the state, doesn't draw money from farmers, and is headed up by the farmers themselves. If such an independent commission, without ties to the state was formed, I'd like my name passed along to be on the commission.

144 He doesn't know enough, and the fees for such a small producer like himself could be a problem. However, he is all for education on the subject. So he would support the idea if the fees were reasonable for the "little guy".

146 Don't forget about the small family farm! State and commissions give too much attention to the Biggies. On this island, it's the small growers who feed.

148 A lot of commissions become very self-serving and egocentric. I've lost a lot of faith in that practice. I am skeptical of bureaucratic operations.

149 #203=1 Advertising (anti-big business monopolies)
Comments - Fees to certification program only. Public notice of benefits of organic and local produce. For example: salad stuff loses nutrition.

150 I do not have experience with mandatory assessments. Although we feel we need more information to form responsible opinions in regard to this issue, we do think there is merit to the idea of forming an organic commission. Conventional agriculture commissions do not represent organic growers sufficiently, do not sponsor (and fund) the research, and may even be somewhat threatened by the new surge of interest in organic products.

151 Would support an organic commission, provided he saw the benefits. However, feels the small producer may not benefit much.

152 Does not support ANYTHING the state says it will do for him. We only take up his time for no purpose. Even if a commission were formed, would it MAKE people buy his product? Nothing will help his operation. Only thing that might help would be a break on his taxes.

153 Need to improve the commission we already have. The grass hay is share cropped. Thinks the current commission needs some reworking to help the organic growers.

154 I am a small, organic farmer. I'd like to see farms get smaller, more numerous, and their markets more locally focused. So I do not support an organic commission that's main focus will be how to make more money selling organic apples overseas. I feel the commission should be revolutionary and reach beyond mere economics. Let's change our screwed up food system!

158 Concerns center on hurting small scale growers. More is not better if it means paying out for nothing in return.

159 Needs more information before making a final decision, but supports the general idea.

160 Legislature should address why organic farmers need to pay fees to prove that there stuff is "good." Conventional farmers would be charged ALSO to offset organic charges fees. All farms should pay for inspectors, especially since it is the conventional who use pesticides that people who buy organic DON'T want.

161 Need consumer awareness and education. Things are doing okay the way things are. No need to add another expense and not benefit from it.

162 #202=1 Really need this. Comments - If organic apple growers could be released from the regular Apple Commission, then yes, I would support an organic commission. They would need to keep the cost down and it should be a separate commodities commission. I don't

want to pay for potatoes and dairies. We really need promotion for export and wholesale markets.

163 Commissions should be voluntary. I only support it if joining means growers do not have to pay assessments to other commissions.

165 Undecided.

168 None needed.

172 I understand the frustration of organic apple growers paying assessments to an Apple Commission that does little research in organics, but I doubt an organic commission can do research on my style of farm, or crops, or do marketing promotion for me. I fear the organic apple growers will have too much clout and grab all the dollars for themselves. I would opt out of a plan, and if forced to join, I'd consider one of those lawsuits facing other commissions. Not really, but I wouldn't pay in.

173 Does not support mandatory assessments of organic products. They pay $500 for an annual certification and get nothing but recertification. He would be in favor of a commission if there was a benefit to him, such as a forum for idea sharing – reference material, newsletter, seminars, education of organic farmers and consumers of their products.

174 It would depend on what the commissions are for and what they will do for the organic grower. Would need to know more about why the organic growers would need a commission.

175 Do not know enough about the process, but think anything which promotes organic foods for humans and animals is a good idea.

178 Lots of online research available and have a good market, so I don't see the need.

180 I don't know enough about it to give my opinion. (They are winding down in regards to commercial agriculture.)

181 The amount of the assessment might make a big difference to my level of support for the commission.

182 While we are growers, all of our production will be used internally. Assessments should be based on outside sales, not acreage. If there is a levy it must be based on production values, not the value-added volume.

184 Didn't offer much of an opinion.

185 Very pleased with the support we have received from the potato commission.

186 I guess I'm not educated enough in what it all means.

189 At this time, I have chosen to drop my organic certification. I don't see that the benefits are worth the costs.

190 Doesn't want to start any kind of commission that is going to cost money. He does think the organic apple growers should be released from the regular apple growers' commission.

191 Really undecided about commissions, does not have enough information yet.

194 Likes "Puget Sound Fresh" sponsored by King and Snohomish County, which charges no fee. Says he has financially benefited from this program at no cost to him. Would best support new commission if able to generate an "organic" premium for product.

195 Does not see any particular advantage to him, except more fees to pay.

198 Beef producers always seem to get shortchanged. Some requirements are too restrictive and not working.

199 Very small operation, mostly a labor of love. Hard to deal with the fees and inspections now.

201 Would like to know more about commissions before he could make a good judgment. Would like to see some training on how to market produce.

202 He feels that organic production is getting more and more difficult, and the small producers will be forced to quit. Doesn't see how a new commission, which would probably charge a fee, will be beneficial except MAYBE to the larger producers.

204 His support of an organic commission depends on who runs it and how it would benefit the growers.

206 Indoor mushroom farming – no longer in business. Experience with commodity commissions in California and other states have led to restrictions and payments with little or no benefit to the grower.

207 Needs more information but basically think it would only benefit the large producers, but she is not against the idea as far as education and research goes.

208 I think that a commission would just be another level of bureaucracy that will cost producers more, make it more difficult for producers to market produce, and provide nothing in return.

209 Grown as a co-op to local people during the growing season–less than an acre of each crop. Grow lots of different vegetables. Operator would like more information. Has no opinion until he knows what a commissions intent is.

210 Has small garden to grow organic seed production. Also contacts other growers to grow organic seeds. Vegetable seeds are the only crops.

211 Pays to four different commissions now, doesn't need another one.

212 #203=1 Not export. Comments - At his scale of production, record keeping and cost are not worth the additional costs. This type of commission could very well drive small producers out. Drop certification since they will already have established organic credibility.

213 #203=1 Research. #304=1 There is a small (lower than 500 acres) which needs support too. Comments - Loss of agricultural land is serious. Family farms need support! They provide food for a community. They are supported for the open spaces they provide. If a commission would help such to continue and not just help big exports, farms, they would support an organic commission.

214 Voluntary joining only. Fear for the small farmers – a commission would more likely put them OUT of business than help their business.

215 Thinks an organic commission would be great.

217 #301=1 Blueberry commission does not help now. Why have another one? Comments - If the blueberry commission would help, he would support an organic commission. It's especially important that someone tells people what's in their food, so that should be the main function if there were to be a commission.

219 I would want more emphasis placed on smaller growers and try to keep the commission localized.

220 Needs more information before saying yes or no about an organic commission. Would like this commission to be there only for organic growers who want to be in it. Also, wants the commission fees to be low.

221 As long as there is equal representation.

222 No, mostly because they only grow lavender and don't see any value to forming an organic commission.

224 Broiler chickens – does 100 at a time, a few times a year, in the summer. None at this time. She would not say no to paying another commission, if that meant that there would not be an organic commission. Feels that it would have to be a generic commission as research would/could benefit all types of crops. Also, we need to market all produce, not just organic we need to support all farming.

225 One of the more problematic concerns facing organic growers today is internal competition. I believe many of us would like to see detailed statistics on the growth of the organic industry nationwide, with better knowledge of "what's hot, what's not" and areas

or crops that are overproducing for niche demand. Then we could make better decisions as to what to produce.

230 #203=1 Should promote local use of local products. #305=4 If they promote local use – not export. Comments - State should help support organic farmers. They have to pay part of gross from last year and the inspections are paid for by farmers with no support (money) from state.

234 #203=1 Would like to see public educated about organic farming. #305=3 Maybe to help in education. Comments - Really need more information on this before she felt she would be qualified to be able to answer or have an opinion. She would like the public educated about organic.

236 The thing that scares me about being an independent business person is that not enough money or control ends up in the hands of people who are capable of really making a difference.

238 Have to start generic then separate into fruit, field, livestock, etc. State program for organic is not much help. Mission statement – resource – none – can't refer anyone to you. State law: organic word can't be used unless certified. People abuse the use of term "organic."

240 #305=3 Depends what it does for us.

244 Organic growers feel left out on their own.

246 Only have organic cover crop of red clover now. Will add more legumes and grasses.

249 A problem with certification procedures for small farmers – they are beneficial only to large farms.

251 As long as government stays out of it he would support organic commission. It should be by and for the farmer with a tax advantage for us. NAFTA hurt us terribly. We need our government to support us.

252 The root idea of organic agriculture is social and ecological integration. With the advent of NOP, that idea has been replaced with the concept of gross economic gain, yield based systems, and economic speculation. Treating organics as commodities allows this last item carte blanche. I do not support this, neither do I support organic commodity commissions.

253 Too much paperwork for certification efforts. Would support a commission that was pro-little guy. Have dealt with Cattlemen's Commission when $1.00 of each cattle sale went to them – doesn't remember 5¢ worth of anything coming back to him.

258 He is only temporarily not growing his organic garlic. He plans on planting some later this year. He would like the organic commission to be generic at first, but then slowly split into separate commissions for various crops.

259 Do not want federal government in on it. The no local, giant corporations hurt the small farmers. Only commission for small farmers.

261 I basically don't think there's any need for it. The existing commission does a fine job of marketing our pears.

267 Does wildcrafting and feels that a commission would not benefit them–or ANY small producer!

288 The Apple Commission, Pear Bureau, and Organic Trade Association serve us very well.

289 The Pear Bureau, Apple Commission, and Organic Trade Association serve us very well.

290 I will have all 128 acres in this site certified as organic for the 2002 marketing season. I strongly disagree with the formation of yet another commodity commission. We currently have three – Apple Commission, Pear Bureau, and the Organic Trade Association (OTA) to help in promoting our product along with the Tree Fruit Research Commission – relating to research in food production.

291 Basically the same comments as #290 – same grower, different farm names.

296 A new commission won't come about – money better used with current commission. Current commission is doing a fine job now. Current commission is willing to support both (organic and regular apples), but at present, organic is very small and can't be given the most attention. Organic apples are less than 2% of total apples.

297 Forming a generic commission depends on the amount of assessment.

303 I think organic is doing quite well. I think supporting certified organic, as it now stands, in which agri-business can be certified is redundant. I would like to see more education emphasis on creating markets for local and small farms, not paying to market crops for big business–even if certified organic. Survival of small farms is as imperative as organic.

305 Need more information to make real decisions.

308 Just think it's a good idea.

309 He would like to have his name submitted for further participation. He does not feel that a separate organic commission would be justified at this time.

311 Mandatory marketing should not be included. He testified at the hearings of the Apple Commission.

313 Testified – all for it.

314 In general, good idea. Part of the reason is because the Apple Commission is not properly accountable.

317 It is imperative that producers be let out of other commissions. There is not enough money available for growers to pay into more than one commission. Certification should be handled by this commission. It would allow it to be more responsive to grower and consumer needs. (New Mexico model.)

318 He would like the current commissions to better represent organic farmers. He has no opinion for having an organic commission.

319 He wishes that rather than have people be so concerned with having a definition for organic foods, that people focus more on the good it does for the environment. He wishes there was a middle ground for farmers where they could market their fruit as not using chemicals.

322 Has to be in the Potato Commission. Not in favor of an organic commission. Thinks extension agents are well informed.

323 He thinks the Apple Commission is starting to work more for the organic growers and if that is true, he doesn't see the need for a separate commission.

324 #301=1 All organic growers already pay a mandatory assessment to the organic food program – which has some of the same functions as a commission. I think there should have been a question which asks "Do you prefer to pay mandatory assessments under the current method (Organic Food Program) or under a commission type assessment?

327 I sell what I grow locally, with no middle person involved in marketing. A commission would do me no good at all and who is going to pay for this? Our government needs less workers and jobs, not more.

328 Would prefer that the existing commissions figure out a way to better serve the organics than to start over, probably with additional fees.

333 If the existing commission would support the organics properly, he would prefer that because the machine is already in place and feels that would be a more effective solution than starting a new commission.

334 I am not opposed to the concept, but am opposed until I have all information — organization, who is involved, costs, proposed budgets, estimated income, assessments, expenditures, how is each little commodity going to contribute, what is left for research, advertising after overhead? Prefer to force existing system to perform for organics.

339 I am presently being assessed by the Pear Commission to promote sales of conventional fruit. As competition increases between and within the organic sector and the conventional sector, it is time we as organic growers form an organic commission for our benefit. There

are too many people in the conventional arena, leaders within the industry, who will strongly oppose this, but this would be good for the organic growers.

343 Increase farming of organics. Fees to be sliding scale for farm size. Would be interested in having his name submitted for commission participation.

347 I would like the people to read the labels to see that what was outlawed this year is called by a different name.

348 Very much in favor of an organic commission.

350 Conventional Apple Commission is listening to organic growers. Another organic commission does not have the base needed. Logo established now needs to continue. New is not better. Only organic commission won't help if it includes everything. He is a crop man for apple farmers, so hears a lot of what is being said out in the orchards.

352 I do not support a separate organic commission. The Washington Apple Commission, Pear Bureau Northwest, and Washington Soft Fruit Commission do an acceptable job. I'm comfortable with the Organic Trade Association promoting organics, in addition to the above entities.

353 I support the Washington Apple Commission and the Pear Bureau Northwest, for the organic promotions of our organic production.

354 The Pear Commission is already starting to have information on organics and hope they will have more in the future. At this point in time I would not like a separate organic commission.

355 #301=1 Apple Commission is only now realizing that organic growers need their attention too. Comments – He feels that the Apple Commission has had it's cage rattled and will come around and realize that organic growers deserve support and representation in ways similar to what the traditional growers get. He agrees with idea of generic commission for with good representation from each type of grower.

356 Too many people with their hands in my pocket now. I am biased due to the experience I'm having with the Apple Commission.

361 Needs all money for himself. No other commission needed. One commission for absolutely everything in tree fruits.

363 I could live on what I now pay the Apple Commission. Why would I want another one, no matter what it claimed it would do?

367 Has withdrawn from organic membership currently. Selling as direct sales–formerly sold wholesale–but did not work out for him. Not interested in commission participation. Makes and sells fruit and vegetable spreads.

370 Would consider participating in commission. Please submit name for consideration. Would support putting more funds in regular commission that would support organic segment also.

371 Is getting out of organic farming because help wasn't out there for organic farmers. Fruit farmers get too much competition from exports. Help needed!

372 We are very much in favor of a commission that would help promote Washington grown tree fruits. Other organically grown agriculture products need different organizations for their promotion, and perhaps there should be separate commissions for pome and stone fruits.

374 Would like to know how funds are now used. More data would be helpful. Supports information gathering, but cautions that "direction and goals" be clearly identified and monitored.

375 Depends on how much it costs for a commission.

376 He fears that an organic commission may be no different than the Apple Commission in that he claims the Apple Commission is too focused in on one thing at a time like consumer promotion. He says for a commission to work, they need to be more diverse in how and what they spend their time.

377 There should be an organic Tree Fruit Commission. Research in tree fruit production, promotions for organic sales and research into sales.

378 TOO LATE FOR EVERYTHING!! He may tear out his remaining acres and not even produce a crop this year – down from 700 acres!

379 Supports an organic commission only if the organic producers pay according to production for the product. Commissions have to be separate for each commodity – interests are not the same.

380 Thirty years in organics. Lots of regulations hamper small producers. Organic research is already being done by others. Organic has always had to market their own. Producer is always the low man. Growers end up on the short side. Too many check-offs. Another hand in pocket of farmers. At this point, organic farmers are doing okay. The bigger it gets, the worse the farmer will be financially.

381 All the requirements for growing organic produce are very excessive, whereas, it's simple to cultivate non-organic products legally. It's as though we're being punished for marketing decent produce.

382 He stated that he would be in support of the forming of an organic commission if it didn't mean extra money out of the pocket of the growers. But he has a hard time believing that this could ever be achieved.

383 I would like it operated by organic farmers rather than government agencies.

383 He supports a generic commission with branches for each commodity. The more breaks, the thinner the dollar.

384 I'd really support research towards expanding the market. I think it would help to have someone assist, not only in the growing but in the marketing. I don't support the government telling people what they should/shouldn't grow.

392 Would need to have more information on what kind of organic commission would be for, but would not support paying a mandatory assessment.

393 Don't need to start another commission until we find out if the Apple Commission is legal.

394 He didn't have an opinion. He is a manager.

397 Would not like it if the paperwork increases.

399 He would like the Apple Commission to better represent the organic growers.

401 I think it would be a great idea to have it and discontinue paying fees to non-organic commissions.

402 Does not see the need, since he has found a good market and there are enough inspections and certifications.

403 I think forming an organic commission has merit because the demand exceeds the number of active growers.

404 Already pay a lot of money to the Apple Commission.

405 She said she would be in support of paying assessments to other commissions if she were making more money from organic products.

409 This farmer has both organic and non-organic. They would not like to see competing commissions as this would be a no-win situation.

410 We are so small that we have to pay to be an organic farmer and then to add yet another fee would further take us backwards.

412 He is in favor of an organic commission.

416 I don’t feel the Apple Commission is doing a good job of promoting Washington apples. Our assessments need to provide a strong advertising campaign – not finance trips abroad for commission members officers.

417 #305=1 Might agree if they don’t also have to pay another commission.

419 Standards need to be tightened and upheld. Large and small need to be “level.” He supports a generic organic commission with different divisions for commodities.

422 Our experience has been with the Apple Commission and we pay, but nothing seems to come our way. We would not care to be involved in another such activity.

423 His support of a commission depends on fee structure.

424 Until commissions have enough power to make changes in price or policy, we are doomed anyway! Get rid of NAFTA!

426 Would the commission be only for organic? Would organic then be exempt from the Cherry Commission? Have direct market sales be exempt. (No benefit from advertising or efforts of commission.) Producer was highly complimentary to NASS/NASDA!

427 I think it would be good for all organic growers to have a commission.

429 #303=2 I should not have to pay to the Apple Commission and, again, to an organic commission. Comments - Small farming is over in this country. I’m doing all I can to stay alive in the agricultural world.

430 I do not support the formation of an organic commission. Certification rules are too strict. Warehouses are afraid of us because of things like fruit fly. They would take a small amount but won’t talk to us about much more than that.

431 Promote level playing field for foreign and domestic. If created, I would like to see a good mix on the commission, scientific farmers, and researchers. The cost of the commission would determine the support.

432 Organic commission should require mandatory assessments.

433 #203=1 Retailer. Comments - It is expensive enough to document “organic.” No more warranted. He supports a generic commission only if they would support a commission. At this point, they are undecided, as they are so small, though relatives have much larger organic farms and would probably benefit from such.

437 One organization should be best for all, but in the hands of so few, it doesn’t work out that way. Another commission would further fragment all aspects of farming. More communication needs to take place among all producers. Marketing approach should not divide growers. ONE unit is needed for all.

438 Responded to most questions with — “I don’t know” or “no preference.”

440 Farmers are not out there to get rich, but enough to maintain life and family. Buyers and marketers should not be making more than growers.

442 I am no longer farming organically. Our organic Jonagold apples brought less per bin than conventional. Our organic Bartlett pears brought less than the conventional. We need a 25% premium just to break even growing organically.

444 It’s tough to support anyone ELSE when we can market our own product. Sales departments don’t do enough new, not even the current commission. “Organic” is not a good title. Pesticide Free is more explanatory. (In his area, this gets more attention.)

445 #203=1 Still not enough information to decide.

452 He doesn’t want a commission of any kind.

453 Likes the idea – especially if it produces a better price for products since they cost more to produce.

459 As long as they do not “bastardize” the idea of organics. It deserves a chance of participation elements. Should be a level playing field – no “Big Guys” directing “Small Guys.” He would definitely want his name submitted for participation in commission.

460 She feels the Apple Commission doesn’t represent the organic farmers enough. She definitely wants separate organic commissions for each crop instead of a generic commission, because it would be too confusing since crops can be really different.

462 He really wants an organic commission.

468 If an organic commission were formed, she wants cooperative extension agents of Washington to help.

469 He believes there’s been enough research done on food production, consumer affairs, etc. So, he doesn’t want a commission.

472 Cost of certification was geared to BIG farming. Inspectors knew little about small farms or about the types of land he had. He felt that “being certified” did not guarantee actual organic produce, so will not renew his certificate; however, he will continue to grow “true” organic produce.

473 An organic commission would be good for the bigger operators. Certification fee and soil tests cost enough. Anything else would be too much. Restrictions are too much when grower only has a tiny plot of garlic with no “organic” means of getting rid of Canadian thistle.

480 More fees = more bureaucracy.

481 I would like to see a well-rounded participation on development of a commission. If it is a generic commission, it needs to have a good process for representation of all commodities.

482 He can't say yes or no because he doesn't have enough information about the commission. He does think a commission should be promoting local sales.

483 I'm just a firm believer that things should be grown organically. I'm not in favor of large farms taking our smaller operations just to have a toe in the organic industry.

486 If the small operators are not equally represented, a commission will only hurt them – but, if there is REAL equal representation, I think it could be helpful. This means equal voice, equal voting.

487 Doesn't have enough information to be sure, but not interested in paying fees – too small an operation.

491 #203=1 SARE is already doing well with most of this. Grants $5,000 and under. Results published. #305=2 Already paying high enough fee, $165.00 fee for $12,000 in sales, or less. For 2002, $50,000 in sales and a $550 fee.

494 Stronger enforcement of standing rules or existing criteria.

495 I think livestock and animal products should have a separate commission from fruits and vegetables.

502 He doesn't want to be required to pay a commission if it doesn't do anything for him.

504 Should look at existing commissions to prevent excessive administrative costs. Funds should be guided toward R & D. Please submit his name for consideration in developing an organic commission.

505 They are very frustrated with packing sheds, non-co-op farmers and farming. Past experience says no to any new commission.

506 Organic weed control is a priority. Possibly interested in participation of commission.

508 The Apple Commission didn't do anything for us. I'm not sure if a generic commission would be effective unless it was very large. We're on the high end in acreage and experience. I'm not sure that we would need to educate or promote our competition.

511 Currently pays assessments to a commission – they take his money and attempt to put him out of business. Supports an organic commission under one condition – organic money spent to undo what the Apple Commission does. Wants the organic commission to be

specific to apples and fruit. Likes the idea of individual organic commissions if it was not monopolized by a few – one man, one vote. He and others are working on the idea of specific co-ops to combat the price dumping caused by current Apple Commission. They haven't talked much about a "new" commission.

514 Minor crops might feel overwhelmed with a generic commission for all organic products. If some areas wish to join forces (such as berries and vegetables) I would support it, but that should be optional.

515 European rules need to be the same as ours. Washington needs to standardize to automatically meet European levels.

517 #203=1 Education and promotion. Find out what "organic" imparts. Will compete with ours even though they don't meet the same standards. Comments - Promotion of organic needed, but not at farmer's expense. Wants a generic commission but representatives from each commission.

518 Would consider being active on/with a commission. Most important thing is to educate consumers. Need the same rules for ALL states. Depends on who is in the commission. Neutral people are the best. Sooner or later the consumer will wake up and realize that the small difference in price of organics is worth it.

519 He is not "gung-ho" on all of this. Has not taken the time to think all the issues through. Said that the time will come when no commission will be needed.

521 An organic (specific) commission would better serve the farmers. A new board would standardize the whole organic process. More research needed into true organic. It would be worth the money.

527 We are just entering organic production. We are primarily interested in reduced chemical usage and profitability.

530 I don't see any need for another commission. We have enough research going on and organics are increasing without spending lots more money.

531 If a commission is formed, it should encompass all commodities for the following reasons: 1) Many of the separate commodities would have too small of an economic base to provide for adequate funding. 2) The commission should be concerned with macro issues and not ones unique to individual products.

533 She wants to make sure the smaller producer has a voice in this commission if it is formed. She wants it to be more focused on selling the food locally.

556 Too small a niche for a commission.

United States
Department
of Agriculture
National Agricultural
Statistics Service
NASS

# Washington Agricultural Statistics Service

PO Box 609 Olympia, WA 98507-0609 (360)902-1940 FAX (360)902-2091
www.nass.usda.gov/wa

April 5, 2002

Dear Organic Producer,

The Washington Agricultural Statistics Service (WASS) has been contracted by the State Department of Agriculture to conduct a survey of organic producers. The purpose of the survey is to determine interest in establishing a commission for organic producers.

The reason WASS is involved in this survey is that we have the background and experience to conduct this type of survey. We will maintain the confidentiality of the information from individual producers and only the summarized results will be given to the State Department of Agriculture.

Response to this survey is voluntary, but we encourage you to respond by mail as this will reduce our cost of data collection. Follow-up phone interviews will begin two weeks after the initital mailing to obtain as complete coverage as possible.

Enclosed is an explanation of commissions and more information of why this survey is being conducted.

Thank you for taking the time to complete the questionnaire and offer your opinion. If you have questions about this survey, please contact our office at (800)435-5883 or Miles McEvoy at (360) 902-1924.

Sincerely,

Doug Hasslen

Douglas A. Hasslen
State Statistician
WASS

Miles McEvoy
Organic Program Manager
Washington State Dept of Ag

**STATE OF WASHINGTON**

**DEPARTMENT OF AGRICULTURE**
**P.O. Box 42560 • Olympia, Washington 98504-2560 • (360) 902-1800**

DATE: April 5, 2002

TO: Organic Farmers in the State of Washington

RE: Survey to Determine Interest in Forming a Commission for Organic Producers

A bill authorizing the formation of an organic food commission generated a lot of discussion in the state legislature earlier this year. That bill did not pass, however, legislation was enacted directing the Department of Agriculture to collect information and evaluate procedures that could be used to form an organic food commission, consult with the organic food industry and existing commodity commissions, and provide recommendations to the legislature by December 15, 2002, regarding possible legislation action needed to establish and equitably fund an organic food commission (*see reverse side*).

**To begin its assessment, the Department is asking you to participate in a statewide survey of organic producers. The results of this survey will provide critical information to the Department as it carries out this study and develops recommendations to the legislature on this subject.**

As you may know, agricultural commodity commissions provide the means by which agricultural producers can assess themselves and accumulate funds to address some of their industry's problems and needs. Their popularity has been based upon the theory that every producer contributes and benefits in proportion to the volume of the affected commodity they market. Commissions are funded almost exclusively by producer assessments and differ in the scope of their activities and the method and level of assessment.

Some commissions focus entirely on research, some on marketing and promotion, some on a mix of activities that may include research, marketing and promotion, education, uniform grades and standards, investigation of unfair trade practices and the dissemination of marketing information, among others. The purpose of this survey is to gather information on what you and other organic growers see as the scope of activities of an organic food commission, its relationship to other commissions relative to assessments, and the general level of interest in such a commission by various segments of the organic industry.

Washington currently has 24 commodity commissions. They have been formed in three ways. Six are established under specific statutes passed by the legislature (Apples, Beef, Dairy Products, Fruit, Tree Fruit Research, and Wine). The remaining 18 are formed under one of two laws (RCW 15.65 and RCW 15.66) administered by the Director of Agriculture. Under these two laws, whether or not to form a commodity commission and how much producers are assessed is put to a referendum vote of the affected producers.

The Department of Agriculture appreciates your participation in this survey. If you have any questions, please contact Miles McEvoy, WSDA Organic program manager, at (360)902-1924 or e-mail him at mmcevoy@agr.wa.gov.

Specific legislative direction given the Department

**Excerpt from ESHB 2688.**
**An Act relating to Regulating Commodity Boards and Commissions**
*Effective April 2, 2002*

NEW SECTION. **Sec. 137.** (1) The legislature finds that a significant growth in the amount of production for several organically grown agricultural products has occurred since the program began in the mid-1980s and that this growth is continuing. The number of acres that are now in transition from conventionally grown to organically grown agricultural products is significant. The legislature finds that there is interest by those involved in the production and marketing of organic food products to examine the feasibility and preferred method of forming a commission to assist in the promotion of organically grown products in domestic and international markets and to conduct research on improved methods of producing these products.

(2) The department of agriculture shall assist in the evaluation by organic food producers and processors of procedures that could be used to establish an organic food commission. The ability of organic food producers and processors to form a commission under the existing statutory authority in chapters 15.65 and 15.66 RCW as compared to using the procedures proposed in Senate Bill No. 6246 from the 2002 legislative session shall be evaluated.

(3) The department of agriculture shall assist in the collection of information on, and provide a forum to review current programs administered by, commodity commissions that provide benefits to organic food producers and to examine and compile the distinct needs of the organic food industry.

(4) The department of agriculture, within the limits of its currently available funds and after consultation with the organic food industry and existing commodity commissions, shall provide recommendations to the legislature by December 15, 2002, regarding legislation for the establishment of an organic food commission, and a method to fairly and equitably provide funding of commission programs.

(5) This section expires April 15, 2003

United States Department of Agriculture

National Agricultural Statistics Service

NASS

# ORGANIC PRODUCER SURVEY
# APRIL 2002

**P.O. Box 609**
**Olympia, WA 98507**
**Project Code 453**

(360)902-1940
E-Mail: NASS-WA@NASS.USDA.GOV

Dear Producer:

Thank you for providing information about your operation. All individual data will be kept confidential and only summarized information delivered to the Washington State Department of Agriculture. Information for this survey will be critical for decisions about the organic products.

Sincerely,

Doug Hasslen

Douglas A. Hasslen
State Statistician

***Please make corrections in name, address, and zip code, if necessary.***

1. How many acres (or head of livestock) do you have in each of the following commodity groups and how did you market your certified organic production?

| Commodity Group | Certified | | Non-Organic | Total | What % of Each Certified Organic Commodity Was Marketed By: | |
|---|---|---|---|---|---|---|
| | Organic | Transition | | | Direct Sales (Farmer's Market, CSA) | Wholesale |
| | Acres | | | | Percent | |
| Apples | 001 | 002 | 003 | 004 | 005 | 006 |
| Pears | 007 | 008 | 009 | 010 | 011 | 012 |
| Stone Fruit | 013 | 014 | 015 | 016 | 017 | 018 |
| Grapes | 019 | 020 | 021 | 022 | 023 | 024 |
| Berries | 025 | 026 | 027 | 028 | 029 | 030 |
| Potatoes | 031 | 032 | 033 | 034 | 035 | 036 |
| Vegetables | 037 | 038 | 039 | 040 | 041 | 042 |
| Field Crops | 043 | 044 | 045 | 046 | 047 | 048 |
| Herbs, Seeds | 049 | 050 | 051 | 052 | 053 | 054 |
| Hay | 055 | 056 | 057 | 058 | 059 | 060 |
| Other | 061 | 062 | 063 | 064 | 065 | 066 |
| **TOTALS** | **067** | **068** | **069** | **070** | **071** | **072** |
| Livestock: | Head | | | | Percent | |
| Milk Cows (Milk) | 073 | 074 | 075 | 076 | 077 | 078 |
| Beef Cows | 079 | 080 | 081 | 082 | 083 | 084 |
| Hogs | 085 | 086 | 087 | 088 | 089 | 090 |
| Sheep | 091 | 092 | 093 | 094 | 095 | 096 |
| Laying Hens (Eggs) | 097 | 098 | 099 | 100 | 101 | 102 |
| Broiler Chickens | 103 | 104 | 105 | 106 | 107 | 108 |
| Other | 109 | 110 | 111 | 112 | 113 | 114 |
| **TOTALS** | **115** | **116** | **117** | **118** | **119** | **120** |

2. If an organic commission were formed, what kind of commission activities would you support? (Please enter one check for each activity.)

| Commission Activity | | I support this activity | I do NOT support this activity | No Opinion |
|---|---|---|---|---|
| Research relating to organic food production | 201 | | | |
| Generic promotion: | | | | |
| • Export/Wholesale Markets | 202 | | | |
| • Consumer | 203 | | | |
| Other (Please specify) | 204 | | | |

3. Do you currently pay assessments to a commission?

Yes ☐ 301

(Please check one cell for each option.)

| Option | | Strongly Disagree | Disagree | No Opinion | Agree | Strongly Agree |
|---|---|---|---|---|---|---|
| I support establishing an organic commission if I do NOT have to pay assessments to other commissions. | 302 | | | | | |
| I support establishing an organic commission even if I have to pay assessments to other commissions. | 303 | | | | | |

No ☐ 304

(Please check one cell.)

| Option | | Strongly Disagree | Disagree | No Opinion | Agree | Strongly Agree |
|---|---|---|---|---|---|---|
| I support establishing an organic commission that would include mandatory assessments of my organic products. | 305 | | | | | |

4. Do you support the formation of an organic commission?

Yes ☐ If yes, please check only ONE answer below. 401

| | |
|---|---|
| | Separate commissions for individual organic commodities. For example, separate commissions for organic apples, organic potatoes, organic dairies etc. |
| | A generic commission for all organic products. |
| | I have no preference. |

No ☐ I do NOT support the establishment of an organic commission.

5. Please use this space to make additional comments regarding this survey or the idea of forming an organic commission.

________________________________________

________________________________________

________________________________________

________________________________________

Completed by ____________________ Phone ____________ Date____________

# Appendix B: Questions to be Considered on Forming an Organic Commission

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| **Commodity(ies) a Commission will cover** | **Covers one agricultural commodity**[1] | **Covers one agricultural commodity**[1] **- Prohibits a marketing order for apples, soft tree fruits or dairy products** | **All "*organic food*" to be covered by one commission**[2]**.** | **Define commodity(ies) that would be affected by a commission structure** |
| A. If commission encompasses all commodities | No | No | The Senate bill is unclear on this issue | Define commodities affected by a commission structure |
| B. If commission encompasses multiple commodities with like or common qualities or producers | Yes – if treated as one agricultural commodity (organic food product) | Yes [3] | The Senate bill is unclear on this issue | Define multiple commodities with like or common qualities or producers that would be affected by a commission structure |
| C. If commission encompasses a single commodity | Yes | Yes | The Senate bill is unclear on this issue | Define a commodity that would be affected by a commission structure |
| **Would an agricultural commodity(ies) include raw commodities or both raw and processed commodities?** | **Covers an agricultural commodity produced as a raw product. Does not apply to any person engaged in canning, freezing, pressing or dehydrating of fresh fruit or vegetable, or any person engaged in the growing of** | **Covers an agricultural commodity produced as a raw product.** | **The definition of "*organic food*" includes agricultural products as defined under RCW 15.86.020(2) which can include both raw and processed products** [4] | **Define whether the commodity(ies) include raw or both raw and processed food** |

1 Legislative intent in RCW 15.66.015(3) and RCW 15.65.028(3) "…that each agricultural commodity be promoted individually, and as part of a comprehensive industry…"
2 SB 6246's intent appears to be one Organic Commission covering all organic food. Because the bill was patterned after the enabling statute RCW 15.66, language is incorporated that is confusing.
3 One commodity commission may administer marketing orders for two or more affected commodities. RCW 15.66.100
4 RCW 15.86.020(2) "Organic food" means any agricultural product, including meat, dairy, and beverage, that is marketed using the term organic or any derivative of organic, other than the phrase "transition to organic food," in its labeling or advertising.

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| | **peas.** | | | |
| A. If the commodity is raw | Yes | Yes – except for apples, soft tree fruits or dairy products | Yes | Define the raw commodity(ies) to be covered under a commission structure |
| B. If the commodity is both raw and processed | No | No | Yes | Define the raw and processed commodities or products to be covered under a commission structure |
| **Purposes of a Commodity Commission?** | • **Advertising and sales promotion**<br>• **Carrying on research studies**<br>• **Improving standards and grades by defining, establishing, and providing labeling requirements**<br>• **Investigate and take action to prevent unfair trade practices**<br>• **Provide information or communicate on matters in WA state to any elected official or officer or employee of any agency**<br>• **Provide marketing information and services for producers**<br>• **Provide information and services for meeting resource conservation objectives of producers**<br>• **Provide for commodity-** | • **Advertising and sales promotion**<br>• **Carrying on research studies**<br>• **Improving standards and grades by defining, establishing, and providing labeling requirements**<br>• **Investigate and take action to prevent unfair trade practices**<br>• **Provide information or communicate on matters in WA state to any elected official or officer or employee of any agency**<br>• **Provide marketing information and services for producers**<br>• **Provide information and services for meeting resource conservation objectives of producers**<br>• **Provide for commodity-** | • **Advertising and sales promotion**<br>• **Carrying on research studies**<br>• **Improving standards and grades by defining, establishing, and providing labeling requirements**<br>• **Investigate and take action to prevent unfair trade practices** | **Define purposes of the Commission** |

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| | **related education and training.** | **related education and training.** | | |
| Unknown at this time | -- | -- | -- | Define the purposes of a commission |
| **Who administers the Commission?** | **Producers <u>or</u> handlers <u>or</u> both** | **Producers or producers and other persons** | **Producers of "*organic food*" as defined under RCW 15.86.020(2)** | **Define whether the Commission is administered by producers or both producers and handlers and others** |
| A. If the commission is administered by producers | Yes | Yes | The Senate bill is unclear on this issue | Define producer board member representation on a commission |
| B. If the commission is administered by producers and handlers | Yes | Yes | The Senate bill is unclear on this issue | Define producer and handler board member representation on a commission |
| **What are the qualifications of the producer or handler members of a commission board?** | **Board members:**<br>▪ **A practical producer or handler of the affected commodity (whichever is applicable)**<br>▪ **A citizen and resident of this state**<br>▪ **Over the age of 18 years**<br>▪ **Derive a substantial portion of his or her income as a producer or handler for 5 years (whichever is applicable)**<br>▪ **Producers must be engaged in producing the affected commodity within the state of** | **Board members:**<br>▪ **Citizens and residents of this state if required by the marketing order**<br>▪ **Over the age of 18 years**<br>▪ **Others appointed by the commission** | **Board members:**<br>▪ **Citizens and residents of this state**<br>▪ **Over the age of 21 years** | **Define the qualifications of board members on a commission** |

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| | **Washington for a period of 5 years**<br>▪ **Producers must not be engaged in business, directly or indirectly, as a handler or other dealer.**<br>▪ **A handler either individually or as an officer or employee of a corporation, firm, partnership, association, or cooperative must be engaged in handling the commodity within the state of Washington for a period of 5 years** | | | |
| Qualifications similar to existing commissions | Yes | Yes | Yes | Define the qualifications of the board members on a commission |
| **How is representation on a commission determined?** | **Elected <u>or</u> director appoints 2/3 membership based on advisory vote and 1/3 elected; and director appoints one representative** | **2/3 membership elected, 1/3 appointed by elected producers, <u>or</u> director appoints 2/3 membership based on advisory vote and 1/3 elected; and director appoints one representative** | **2/3 membership elected, 1/3 appointed by elected producers, and director appoints one representative** | **Define the methods and procedures for members appointed or elected to the board.** |
| Similar to existing commissions | Yes | Yes | Yes | Define the methods and procedures of representation on a commission's board |

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| **Whom does the Commission assess?** | **Allows for levying an assessment on all producers or handlers or both** | **Allows for levying an assessment on all producers** | **Allows for levying an assessment on producers of "*organic food*" as defined under RCW 15.86.020(2)** | **Define who is assessed by a commission** |
| A. If producers only are assessed | Yes | Yes | The Senate bill is unclear on this issue | Define that producers are assessed under the structure of a commission. |
| B. If handlers only are assessed | Yes | No | No | Define that handlers are assessed under the structure of a commission. |
| C. If producers and handlers are assessed | No | No | The Senate bill is unclear on this issue | Define that producers and handlers are assessed under the structure of a commission. |
| **On what is the assessment based?** | **Assessment based on stated amount per unit or percentage of the receipt price at first point of sale** | **Assessment based on stated amount per unit or percentage of the receipt price at first point of sale** | **Assessment would be based on percent of sales at the first point of sale** | **Define assessment amount to be levied by a commission including the unit on which an assessment is based.** |
| A. Stated amount per unit at the first point of sale | Yes | Yes | No | Define unit on which the assessment is based and the amount to be levied by a commission |
| B. Percentage of the receipt price at the first point of sale | Yes | Yes | Yes | Define the percentage on which the assessment is based and the amount to be levied by a commission |
| **On what is assent determined for the establishment of a commission?** | **Assent in a referendum is based on a list containing the names, addresses, amount by unit of the affected commodity produced in a designated** | **Assent in a referendum is based on a list containing the names, addresses, amount by unit of the affected commodity produced in a designated** | **Assent in a referendum is based on a list containing the names, mailing address, and the yearly average fees paid under RCW 15.86.070 by the producer of organic** | **Define the methods and procedures for assent when establishing a commission** |

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| | **period for producers or affected commodity handled in a designated period for handlers** | **period for producers** | **food in the three preceding years or in such lesser time** | |
| A. When a commission is established by a marketing order adopted by the Director, assent is based on the list of affected producers or handlers whichever is applicable | Yes | Yes | The proposed Senate bill is unclear. Assent is determined by the amount of assessment paid and number of producers, however the list on which assent is determined contains the yearly average fees paid | Define the methods and procedures for assent when establishing a commission |
| B. When a commission is established in statute | No | No | No | Upon passage of the statute or define procedures for implementing a commission |
| **Would a commission be geographic based or commodity based?** | **Geographic based** | **Geographic based** | **Geographic based, however, if the commission represents all organic foods, geographic based could not be applied** | **Define whether the Commission covers a single commodity, or similar and like commodities, or all commodities and the affected area under the Commission structure** |
| A. Geographic based | Yes | Yes | The Senate bill is confusing on this issue | Define the affected area for an agricultural commodity covered by a commission which may include districts or subdivisions |
| B. Commodity based | No | No | The Senate bill is confusing on this issue | Define the affected area covered by a commission as well as all commodities covered by the commission |
| **Other Issues:** | | | | |

| Elements to be defined when forming a commission and assuming specified definitions… | Could an organic commission be formed under RCW 15.65? | Could an organic commission be formed under RCW 15.66? | Could an organic commission be established under SB 6246? | If an organic commission is established under a separate statute, what elements must be defined? |
|---|---|---|---|---|
| Assessments | Does not address exemptions when more than one commission is established for the same agricultural commodity. | Does not address exemptions when more than one commission is established for the same agricultural commodity. | Exempts organic food from assessments levied by other established commissions | Define provisions on assessments when more than one commission is established for the same agricultural commodity.<br><br>Define whether assessments apply to production, or processing, or either production and processing, or both production and processing. |
| Limitation of the annual assessment to be paid by all producers and/or handlers | Shall not exceed 4 percent of the total market value of all affected units stored in frozen condition or sold or marketed or delivered for sale or marketing by all producers of such units during the year to which the assessment applies | Shall not exceed 3 percent of the total market value of all affected units sold, processed, stored or delivered for sale, processing or storage by all affected producers of such units during the year to which the assessment applies | Shall not exceed 1 percent of the total market value of all affected units sold, processed, stored, or delivered for sale, processing, or storage by all affected producers of such units during the year to which the assessment applies | Define limitations on assessments. |
| 2002 Commodity Commission Legislation | Passed | Passed | Review of Senate bill to incorporate changes made to RCW 15.66 and RCW 15.65 in the 2002 Legislature | Incorporate similar language adopted in the 2002 Commodity Commission legislation |